

Board memo: choosing club software for the 2027 season

Zeil · agenda paper · October 27, 2026

Companion to the guide *How to choose club software*. This memo is not a customer reference. Zeil has no paying clubs.

Replace the blanks. Leave Zeil's column as written unless a later written reply from Zeil supersedes it. Add at least one other column before the meeting. "Stay on what we have" is a valid column.

To: The board of _____

From: _____ (commodore / manager / software committee)

Meeting date: _____

Subject: Whether to run the 2027 season on new club software, and on what conditions

Ask at this meeting: Authorize a time-boxed trial, or record a decision to stay. A multi-year commitment is not part of the same motion as the first look.

1. What this decision is

The club is choosing how three jobs from last season get done next season. Name them before the demo, in the officers' words:

1. _____
2. _____
3. _____

Everything else is a later vote. A request that lists forty features produces a tie.

The people who have to agree are the commodore or manager and the treasurer. Name boat and fleet scheduling, certifications and endorsements with skipper level, and crew assembly before any other job. A tool that satisfies only the person who watched the demo is not ready for a motion.

2. Criteria

Score each row **Yes** — **live**, **Roadmap** — **no date**, or **No**. The motion carries no date. A warning dialog is not a Yes on double-booking. A spreadsheet the club already runs is the first vendor.

#	Criterion	Stay as we are	Second vendor: _____	Zeil
1	Two members cannot reserve the same club boat for the same time. The system refuses the second reservation.			Yes — live. Database-enforced, for club-owned boats.
2	A skipper who lacks the certification or endorsement for that boat class cannot complete the reservation.			Yes — live.
3	The booking reads the same roster as membership. The roster is read at the moment a reservation is made.			Yes — live for roster, roles, certifications, and club-boat scheduling, read at the moment a reservation is made. A certification that lapses after a Saturday reservation exists is the \$5 hedge, not a Yes on this row.
4	Crew can be invited and can accept inside the reservation. Minimum and maximum crew are enforced.			Yes — live.
5	Race series and RRS-compliant scoring the committee will publish from.			Roadmap. Race scoring is on the roadmap, with no date. PHRF corrected-time math is on the roadmap, with no date. An undated roadmap is not a reason to reject the vendor. A present-tense claim that scoring is live, without a posted series result, is.
6	A visible fairness record for assigned jobs, and swaps that hit the record.			Roadmap. An in-product duty roster, including an auto-scheduler, is on the roadmap, with no date.
7	The club can collect recurring dues, with the club as merchant of record.			Dues and payments are on the roadmap. Collection is not live yet. When it is, members see a Booking fee of 2%, the same on every payment method, with the fee-inclusive total shown first. The club is the seller.
8	Renewal invoices, reminders, and a lapsed-member workflow.			On the roadmap, with no date.
9	A monthly price the treasurer can type into the budget with no sales call.			Yes. \$99, \$199 or \$349 a month. See \$4.
10	Migration: who moves members, boats, and certifications, and what is refused.			Service, included on a trial. Migration covers members and boats only. It does not include race results, standings, past series, financial history, the website, or moorings. The club signs off. This is not an automated import and not a warranty of zero loss.
11	A full copy of the club's data if we leave, available today.			No. A per-member download, an audit-log viewer, and a full-club export are not claimed live. Older Zeil text that promises one is ahead of the product.
12	Live and roadmap separated, with dates, in writing.			This column is that writing. Roadmap items have no date. A newer reply supersedes it. No date is attached.

3. Risks to record in the minutes

- **A date is not an installation.** Race scoring is on the roadmap, with no date. An in-product duty roster is on the roadmap, with no date. An undated roadmap is not a reason to reject the vendor. Reminders, QuickBooks, a native app, and financial reports are on the roadmap, with no date. The motion carries no date. Dues and payments are on the roadmap, not live yet. Marina+ is waitlist-only. Not sold.
- **Slip and mooring billing is out of this purchase.** Marina+ is waitlist-only. Not sold. It is on the roadmap, with no date. A club that needs marina billing now should stay on its marina system. There is no marina plan to subscribe to for this season.
- **A club that just changed systems** should be offered coexistence, not a rip-out. Boats, eligibility, and crew can run beside the platform that already holds dues or the website. Agree that in writing before the trial starts.
- **One officer as the glue.** Name the owner and the backup. If that person is still reconciling two calendars on Friday night, the trial has not landed.
- **Uncheckable proof.** Zeil will not name a paying club, because it has none. Decline any vendor story you cannot verify with the club in question.
- **The way out is narrower than the sales sentence.** Row 11 is the one to read twice. The vote waits until the file exists.

4. Price, trial, and what "founding" means

\$99, \$199 or \$349 a month. What to count on: boat and fleet scheduling, certifications and endorsements with skipper level, crew assembly, the AI Sail Brief (AI-generated advisory; verify before sail.), the announcements digest, the membership roster, waivers (click-through acknowledgement), and self-serve creation with migration done by our team. Migration covers members and boats only. Race scoring, PHRF corrected-time math, and an in-product duty roster are on the roadmap, with no date. School financials are on the roadmap, with no date.

60-day free trial of the live product. Race scoring is on the roadmap, with no date. Confirm the support response time in writing before anyone relies on an hour count. This memo does not state one.

Founding Clubs are on the terms already published at /founding-clubs. Prices are \$99, \$199 or \$349 a month. Race scoring is on the roadmap, with no date. A price is not tied to a beta, and a prepay against a beta is not offered.

Not in the price. A marina subscription is not in this budget. Regatta entry payments are on the roadmap, not live yet. A white-label app and a US Sailing sync are not offered, and the US Sailing item depends on a partnership that is not secured. Dues and payments are on the roadmap, not live yet. Marina+ is waitlist-only. It is not sold, and it has no date.

Hours. The blank below is the club's, from last season's officers. A vendor's round number stays an assumption until this is filled.

Job	Hours last season	Whose evenings
Reservations and the double-book cleanup		
Certifications and "are they checked out?"		
Saturday officer chase		

Job	Hours last season	Whose evenings
Unpaid balances and the treasurer's reconciliation		
Total		

5. Questions to send before the meeting

Written replies. A sentence in the demo does not count.

1. Which of our three named jobs are live in production, and which are still on the roadmap?
2. Show the product refusing a double-booking. A warning is not a refusal.
3. A certification lapses on Thursday. What happens to the Saturday reservation already on the calendar?
4. Is collection live? Dues and payments are on the roadmap, not live yet.
5. What is the monthly price, and which rows in §2 are included as live?
6. What will you migrate, what will you refuse, and who retypes what you refuse?
7. If we leave in twelve months, what file exists today?
8. Can we speak with a paying club? If not, the answer on the record is no.

Zeil's written reply is §2, plus three lines that the table does not cover:

- A certification lapse is enforced when a reservation is made. What that lapse does to a reservation **already on the calendar** has to be shown against your bylaws. A demo's implication is not the answer.
- No paying club to introduce.
- Race scoring is on the roadmap, with no date. A prepay against a beta is not offered. Prices stay \$99, \$199 or \$349 a month. Founding Clubs are on the terms already published at /founding-clubs.

6. Zeil, in one paragraph the secretary can read aloud

Zeil is sailing-club software for membership, club-boat scheduling, and the paperwork around a sail: eligibility, crew, and an AI Sail Brief. The brief is an advisory. It always says "**AI-generated advisory; verify before sail.**" Skippers make the final call. A forecast shown on the reservation, and NOAA tides, are not claimed live. Race scoring, PHRF corrected-time math, and an in-product duty roster are on the roadmap, with no date. Targeted segments are on the roadmap, with no date. Dues and payments are on the roadmap, not live yet. Marina+ is waitlist-only. It is not sold, and it has no date. Announcements and a weekly digest are live. The product works in a phone browser. There is no app to install.

7. Suggested motion

Move that the board authorize a 60-day trial of _____ for the three jobs named in §1, with no multi-year commitment at this meeting.

The trial includes only capabilities the vendor has marked live in writing. Race scoring, PHRF corrected-time math, and an in-product duty roster are on the roadmap, with no date, and they are out of the trial's success test. Dues and payments are on the roadmap, not live yet, and they are out of the trial's success test. Marina+ is waitlist-only. Not sold. No date is attached. A full-club export is not claimed live, and it is out of the trial's success test.

The treasurer will report, before day 60: actual hours still spent on the three jobs, the monthly price if we continue, and whether row 11 (the exit file) has changed. A decision to stay on the current system is in order if the trial is not authorized.

Author: Zeil crew.