

**Regular Meeting of the Board of Directors of the Erie Yacht Club  
October 18, 2010**

**Officers Present:** Commodore Tom Trost, V/C Gerry Urbaniak, R/C Dave Heitzenrater, F/C Matt Niemic and Secretary/Treasurer Karen Imig

**Directors Present:** Doug Boldt, Bob Nelson, P/C Dave Amatangelo, John Orlando, Dave Sanner, Conrad Stachelek and Eugene Ware

**Guests:** GM Mike Lynch (entire meeting); Fleet Captain and Director Candidates: Ed Schuler, Brad Enterline, Pete Sitter, Dave Haller and Bob Cunningham from 6:30 till 9:15 PM; Brad Enterline until 8:55; EYC Foundation: Jim McBrier and P/C Roy Strausbaugh from 7:15 till 7:31; Mickey McMahon from 7:35 PM till 8:00 PM

The Commodore called the Regular meeting to order at 6:35 PM.

**Agenda:** The Commodore called for any changes and approval of the Agenda. F/C Matt Niemic added "New Business. F. Junior Sailing." And the Commodore added "New Business, G. Executive Session." V/C Urbaniak moved to accept the Agenda as amended and Dave Sanner seconded it. The amended Agenda was unanimously approved.

**Acceptance of Minutes of September 20, 2010 Regular Board Meeting and Executive Session:** V/C Urbaniak made a motion to accept the minutes en bloc, from the last Board meeting and the Executive Session of the same date; second by Doug Boldt. It carried unanimously

**Secretary's Report:** On a motion by Doug Boldt with a second by John Orlando, the Board unanimously voted to remove the following members from their one-year probation: Bjorn Gabrielsson (R), Andrew Gausman (A), James Passmore (A) and Brian Scott (A). On a motion by John Orlando with a second by Dave Sanner, the Board unanimously transferred the following members en bloc, to the membership classes as noted: Charles Weber from Associate to Regular; Paul Detzel from Regular to Associate, effective 1/1/2011. On a motion by Doug Boldt with a second by Dave Sanner, the Board unanimously approved the waiver 2010 Due for Patrick McMahon who is on active duty with the USCG Maritime Safety and Security Team in Kingsland, GA. The Secretary's Report also noted that we had received the following correspondence: 1) Letter from Malin Bergquist regarding the scope and process of the annual audit; 2) Letter from Norman Seip regarding no return envelopes with mailed billing statements; 3) Letter from Leslie Jennings commending the Club and staff on a wonderful catering experience for her daughter's recent wedding; 4) Packet of information from Mickey McMahon.

**Treasurer's Report:** The Secretary-Treasurer reported that there were 48 member names on the late pay list this month. They are Lynda Netkowicz, Christian Kramer, Michael McCormick, Gary Brotherson, John Kloss, David Sechrist, Andrew Curtze, Robert Cox, Robert Hessinger, Michael Sullivan, P/C Pat Geary, P/C Kerry Schwab, Ronald Geron, James S Taylor, Jr., Russell Thompson, P/C Richard Nagle, John Tucker, Phillip Wolford, Mark McEnery, John Schultz, III, Matthew Loesel, Greg Sessler, James Cummings, Richard Schwartz, William Hertel, Jeremy Lincoln, Wesley Heerson, David Jones, Mark Patrizia, Lynette Hughes, Christopher Gillette, Thomas Domino, Jeffrey Lay, Charles Agresti, Jonathan Weibel, David Cercone, Richard Taylor, Molly Robinette, Scott Allen, Daniel Veith, E. Diane Blanchard, Jaimen Gallo, Margurite Timko-Kennedy, Patricia Rich, Margaret McLaughlin, Janell Bonsell, Andrew Ferrier and Jeff Mroz. Indebtedness to the Club for August charges is \$12,607.84. Total service fees billed were \$1,250.

The Secretary reported that the following members were suspended and fined \$50 on October 1 for non-payment of their July charges: Thomas Finley, C. James Fischer, Robert Openlander, Dennis Smith, Barry Hazlett, Michael Koehler. Total indebtedness to the Club for July charges was \$1,853.21. Suspension fees totaled \$300. If charges are not brought current by November 1, 2010 they may be expelled. She will contact each one of these members before expelling anyone.

She reported that John D. Miller's has bounced a second dues check, this time in the amount of \$533. He has already been fined \$50 and suspended. On the day of the meeting, he had paid \$340 in cash, still owing \$193. On a motion by Doug Boldt with a second by F/C Matt Niemic, the Board unanimously voted to give John a 30 day extension to complete payment of his second half year's dues.

**Cash on Hand as of October 16, 2010:**

	<i>Current Month</i>	<i>Last Month</i>
Funds in PNC Operating Sweep		
a) Operating Reserve	\$ 50,000.00	\$ 50,000.00
b) Funds available	2,228.10	34,253.28
Funds in M-L Capital		
a) Capital reserve	100,000.00	100,000.00
b) Funds available	98,381.12	90,804.89
Basin Reserve Fund (PNC)	18,190.62	25,420.94
Petty Cash	2,000.00	2,000.00
Pull Tab Bank	3,000.00	3,000.00
Total Cash on Hand	\$273,799.84	\$305,479.11

**Transfers:** We will be transferring the balance of the assessments and the \$50 slip fee rebate from Operating to Basin Reserve, both amounts TBD, by the end of the month of October. (End of the Fiscal Year). This will most likely require us to dip into our reserve. This is a flag for us to be aware of our cash. As in the past, we may take a draw from the PNC line of credit to cover our cash flow until dues revenue begins to come in.

**Monthly Pull Tab Machine Revenue:**

September 2010 Profit: \$803  
 Y-T-D Revenue for Fiscal 10: \$10,582  
 Grand Total Profit: \$100,843

**Annual Audit Meeting:** We will meet with Malin Bergquist on Thursday, November 4 at 6:30 to review the draft of the 2010 Audit.

The balance sheet and income statements for September and Mike Lynch's monthly financial critique including Mark Eller's worksheets were presented. Both are filed with the original packet. In his financial critique, GM Mike Lynch stated that overall it was a good month for the operation as we showed a profit of \$18,318.00, which was \$6,981.00 less than we had planned. This was a direct result of the fuel invoicing errors from our new fuel provider. We will have this fixed and adjusted for the October statement. Year to date the operation is showing a profit of \$53,063.00, which is nearly \$36,000.00 better than budget.

**General Manager's Report:** GM Mike Lynch's report was reviewed and it is filed with the monthly Board packet. In it, he reported the following: 1) The billing system is in place and we are ready to bill member's dues and assessments in two installments. 2) MacKenzie Land & Exploration, Ltd., with whom we've made arrangement to do the well testing, is scheduled for the first part of December for the testing. They also confirmed that they have cleared the test with the PA oil/gas regulatory agency and notified the Erie Fire Department. 3) All slip applications went out as scheduled and a flowing back in. 4) We've sent another four PA specialty plate application in. We have now sold 45. 5) Winter Storage bills went out in September allowing the members 90 days to pay. We made this change last year and it seemed to work out well. It gave those wishing to make payment the opportunity to do so and it even improved our cash flow as some members paid it all upfront. 6) One of the last phases of our conversion to Jonas was to possibly provide an on-line payment feature to the "Members Only" section. Jonas e-Payment Services are an online payment solution that will allow members to pay down their accounts online by way of e-check or Credit Card. To provide this service, Jonas has partnered with BankServ, a leading provider of domestic money transfer and international messaging. There are costs involved with this feature which include: Installation Fee- \$500.00, Monthly Fee-\$100.00, Transaction Fee-\$0.75 per credit card plus 2.50% charge per transaction and \$0.50 per e-check. We are able to pick the types of payment method, for example only using the e-checks. If we offered this service, the Club would see at least \$2,400.00 in new bank fees based on an estimate of the monthly service fee plus the \$.50 cent per check fee on possibly 200 checks per month. All banks offer their customer's on-line bill paying for free so perhaps our members could use their banks to submit payment, rather than the Club incurring these costs.

The Board briefly discussed the on-line payment options and decided to table the discussion until December.

### **Officers' Reports:**

**Fleet Captain's Report:** F/C Niemic submitted his report, which is filed with the monthly Board packet. In it, he reported the following: 1) *Ravine Drive:* City Engineer Jon Tushak is preparing plans for the road repair so that a schedule and cost can be worked out; 2) *Dock Master:* Bill and his crew are busy hauling out boats and getting the Club ready for winter. The Locker House received a fresh coat of paint. They will also be shoring up a collapsing Bulkhead on A-Dock so that it will hold for another year; 3) *Basin Reconstruction:* Demolition work has begun on B- and C-Docks with the removal of catwalks and pilings. Dock Master Bill Vogel and P/C John Murosky, the Project Manager, are getting quotes for sheet piling installation. A wave attenuation test is scheduled for 1:30 PM 10-14-10 to help determine the course of construction concerning the Junior Sailing Dock; 4) *Reyburn Junior Sailing School:* The Committee will be meeting next in November to discuss updating the fleet with new boats. They are also looking for a new

Committee member. Anyone interested should contact Brian Lasher; 5) *EYC Racing Fleet*: A great season has come to a close. The annual Awards Banquet will be held November 6. The Race Committee already has been making plans for a fun season next year. 6) *Grounds Committee*: Discussions about the infrastructure and amenities for the proposed Rest Rooms at the Light House Pavilion were held at our last meeting. Other topics discussed were repairs to the carport ceiling as the soffit panels continually blow out. Al's Awnings will take all of the curtains from the Lighthouse to their shop for repair and storage for the winter.

Rear Commodore's Report: R/C Heitzenrater submitted his report and it is filed with the original Board packet. In it, he reported the following: The Dock Committee held their final meeting on October 6. One slip is not rented among the 382 slips currently in our basin. Several of the 2010 Committee accomplishments included changes to the Dock Rules are summarized here: 1) *Dock Rule #1*: The Committee has eliminated the double dockage charges effective 1/1/2011 for new slip holders and has instituted a two-tiered slip fee system meant to financially protect the boating members who have or are paying double dockage, remain competitive locally regarding fees and attempting to retain dock revenues formally derived from double dockage. Double dockage fees are eliminated for Class A slip holders: Slip fees for members who acquired a slip prior to 1/1/2011 are charged on a rate based on the square footage of boat and its appendages. Class AA members: Slip fees for members who acquired a slip on or after 1/1/2011 are charged on a rate determined by size of the slip assigned. 2) *Winter Storage*: The Dock Committee recommended a *Constitution and By-Laws* Change which was subsequently approved by the Board of Directors to be presented at the Annual Meeting, putting winter storage fees in the hands of the Dock Committee. "Winter Storage Rates are to be determined by the Dock Committee and shall be no higher than 2/3 of the normal summer slip fee." 3) *Dock Rule #14*: Updated to allow a member not assigned a slip the option to use a slip or guest dock facilities overnight on a first-come, first-served basis. This offer is limited to 5 overnight dates annually with a fee of 50% of the normal transient linear foot per night rate. The member must register at the Fuel Dock upon arrival for assignment of a dock space. Prior reservations will not be accepted. Space availability and assignment is under the sole discretion of the Dock Master. 4) *Dock Rule #19*: Updated stating that Regular Members' boats requiring haul outs other than those related to winter storage may use one free lift without charge between celebrated Memorial Day and Labor Day providing arrangements are made in advance with the Dock Master." 5) Many other issues were addressed that are summarize here:

1. Protective plates are to be fabricated and placed over the roller assemblies at pilings on the new floating docks as part of the Basin Renovation project. The plates will cover the open spaces eliminating a hazard for our members and their children.
2. Commercially available Polyethylene or Fiberglass steps and are added to the approved list of items permitted on the new docks.
3. Standardized and approved padding for our new slips and pilings was approved by the Committee after field testing.
4. The Dock Master and crew have sounded the Basin, marked the shallow shale ledge near the north end of the Guest Dock and updated the Basin depth chart. Plans are in process to remove as much of the ledge if possible.
5. Launch/Haul out fee for members was increased from \$25 to \$50. Non-member remains at \$3/ft.

6. A la carte use of east ramp and small boat cranes was determined to be free for EYC members and \$25 to non-members; however, boat owners must register with the Dock Master prior to using these facilities for approval and parking instructions.
7. These items are to be added to the fee list on our web site.  
Pump outs: Members - free, Non-members - \$5.00  
Guest dock fees \$1.50 / linear ft.
8. The Guest Dockage Agreement program with reciprocal clubs was successful with receipts of \$11,084, a 70% increase over 2009 not including associated income in the Lounge and Grill Room. All agreed that constructing the Guest Dock early in the Basin project was important for the long term success of our reciprocal club program as many boaters wish to travel and dock in groups.
9. Mike Lynch has replaced wording "Vice Commodore" with "Rear Commodore" in Dock Rules per 11/2009 annual meeting vote. The updated Dock Rules are posted in the member's only section of the website.
10. It was determined that boats vacating their assigned slip for 48 hrs or more for any reason are to submit a float plan in accordance with current dock rule #11 so that the slip may be rented to transient boaters.
11. Boats that have floating inflatable lifts that support them in a slip are to be billed for the size of the device if it is larger (length or width) than the boat assigned to the slip for Class A slip holders. Class AA slip holder pay by the slip size.
12. The Guest Dock slips are to be identified and numbered with signs similar to the new docks' numbering, showing 5 per side, east and west, 10 total.
13. Some winter storage fees still need to be addressed; however, until the proposal to change the *By-Laws* in voted on in November, and passed, we are still tied to the current rate of 2/3 of Summer Storage. The proposal, if passed will put the rate for storage fees in the hands of the Dock Committee as the summer slip fees are currently.
14. *Marina Dockage Specifications*. It was determined that our Basin including docks, slips and runways, exceeds the minimum clearance standards according to the National Marine Manufacturers' Association book of standards. This includes the minimum clearance for navigable waters inside a marina basin including the areas surrounding "Scott Free" when she is docked in her slip. All boaters are reminded to keep to the right, move slowly and with caution when maneuvering close to any dock or boat in the Basin as there is little reaction time for any unexpected vessel or sudden incident. The Basin and its entry are SLOW-NO WAKE zones.

*Dock Committee Members:* David Amatangelo -Immediate Past P/C, Matt Niemic-Fleet Captain, ex-officio, P/C Peter Gorny-Member, Mark Downing-Member, Bob Cunningham- Member, Randy Brown-Member with 0 points. (*By-Laws* require member with insufficient points to qualify for a slip.), Mike Lynch-General Manager, William Vogel-Dock Master and Dave Heitzenrater-Rear Commodore, Chair

*Ravine Drive:* Negotiations are nearly finalized with the Western PA Port Authority regarding the permanent repair of the road although an agreement has yet to be signed. Generally, the terms are that the EYC will be responsible for the road maintenance as we have done in the past plus the repair/replacement of the storm water drainage system as necessary, removal of the abandoned bridge abutments with eventual milling and resurfacing of the road. Work is to be the responsibility of the EYC with funding provided by the Port Authority via five \$50,000 annual payments to the EYC. The Port Authority will continue to assume liability for the road and the EYC is to be named an insured party. Payments will commence upon execution of the agreement by both parties. Specifications are currently being drawn and cost estimates will be determined.

Vice Commodore's Report: V/C Gerry Urbaniak presented his report which is filed with the original Board packet. In it he reported that his report will cover four main topics: The newest edition of the EYC menu, a comparable outline of September '09 and September '10 revenues, a discussion of Thursday Happy Hour observations and lastly, the House Committee's recommendation of Monday service in the summer months.

The new Fall menu was introduced during the first week in October. Several new appetizer items including the Smoked Gouda & Truffle Macaroni and Cheese, and the Mediterranean Grilled Bruschetta were immediately popular, with Mike commenting that some members (particularly in the lounge) are ordering them as a meal instead of an appetizer. Traditional appetizer items are selling briskly too. And there are plans to bring back the popular Soft Pretzel, which seems to have developed somewhat of a following. Another new item showing some promise from the Grill Menu is the Angus Reserve Select Sirloin. It is a hearty serving of center-cut sirloin which has great appeal and flavor. Some members have compared it to a filet mignon, but at 2/3 the price. The 'Seasonal' entrée's are also a big hit. Items like the Homemade Ravioli, Short Ribs, Cornish Game Hen, Espresso Pork Tenderloin and the Creole Polenta Board are selling very well. Those items in particular, exhibit relatively low food costs, yet command a very good value added menu price. Of particular note is the new way the menu incorporates the 'Gluten Free' theme. In the past, the Club offered a separate gluten-free menu. The current strategy now centers on blending gluten-free right along with all of our regular items. This way, patrons can order right off the menu, and simply ask the server to prepare their selection 'gluten free.' Early results show great success with this strategy, since gluten-free and over-all revenues are very good.

September comparables are very impressive. Coming off of weaker numbers in August, revenues have shown a sharp increase. Management attributes this to several occurrences: great Catering numbers, a surge in new member use of the facility, and a resurgence of traditional member use of the Club. In the Lounge, sales are \$11,465 better than last year same period. That translates to nearly a 30% increase, with catering a whopping 50% better. Vigilant cost controls are contributing to a healthy bottom line. Liquor costs are 3.4% better than last September, which translates to revenues that were \$9,346 better than September '09, and some \$4,000 better than our budget projections. In the Galley, member dining and catering are ringing up great figures as well. September is always a losing month in that area, and this year is no exception. However, the level of the loss has been a pleasant surprise. The budget outlined losses of nearly \$14,000 (last year saw losses of over \$12,000). To everyone's delight, September '10 losses were only \$4,550, which was \$9,000 better than budget. As a percentage, member dining and catering showed a nearly 30% increase. All healthy number indeed.

The House Committee spent a great deal of time discussing the very successful Thursday Evening Happy Hours. Despite huge competition from other weekly events around the Erie venue, from the Beach concerts, to Eight Great Tuesdays, to the City subsidized Block Parties, EYC events continue to ‘pack the house.’ Drink specials, great live entertainment, and the various car and contest themes have all contributed to excellent participation and revenue. The EYC is still ‘The place to be’ on Thursday evenings in the summer. This is not to say that we haven’t had some complications with the events. Visiting car groups have inundated wait staff and the kitchen with a surge in orders and visits to the bar. These catered events are fully sponsored and meticulously registered to insure proper compliance. But the sheer numbers of participants have leveled a challenge to keep up. Mike had received several calm and friendly requests to mediate the wait that ensues for EYC members. The Committee made several recommendations which management will be exploring over the winter. One is to limit the number of participants from the auto groups. Instead of allowing the entire ‘Corvette Club’ (for example), we would allow the best 12 Corvettes to enter the grounds with only 2 guests per car. Another idea was to limit the Car Clubs to one event per month, instead of two or three. And lastly, recommendations were made to have signs made that stated “EYC Members will be Served First”. This way, any member could expect to be seated upon their arrival at the Happy Hour, rather than waiting in a general line. Wait staff would ask all those waiting for tables for their member number, explaining to non-members that there might be a wait. By next summer, the hope is that we will have all the advantages of our traditional happy hours while minimizing the complications.

Lastly, the Committee discussed the ongoing theme of Monday Service. Upon request by the Committee, Mike prepared a comprehensive but concise report entitled “Monday Summer Sales Analysis’ [Please refer to this report for additional analysis]. Against the backdrop of the 2011 budget which shows an approximate loss of \$7,000 (at the time of this report) management was openly skeptical about the ability of Monday revenues to carry their own financial weight. Using a P/L analysis which considered actual sales from Tuesdays of this year, The combination of meal losses, payroll and payroll tax increases, employee meal costs, linen service increases, supply cost increases, and the inevitable addition of if not one, but several insurance coverage increases, the Club could stand to lose upwards of nearly \$11,000. This is not to mention additional wear and tear on the kitchen, and its staff, some of which work 6 days per week now. One can imagine the physical and mental condition of key individuals who have been working 7 days per week in a hot kitchen around the middle of summer when we need them the most. A more telling story exists at the facilities of our neighboring clubs (Mentor, Cleveland, Buffalo) which close Sunday through Wednesday during the off season. The report concluded that “While there were members who would like seeing us open on Mondays for food service in the summer season, the numbers show that it is not financially prudent to do so. It would create an additional unnecessary financial and personal burden to the entire operation. An operation that already continues to struggle to break even each year.” From the perspective of the Committee, however, one observation stood out over the others. That was the theme of ‘Dilution’. The Club could expect to gain only slight increases in revenues from Monday sales, but only at the expense of other-day sales. In other words, Monday sales could end up costing us decreasing sales numbers on the rest of the week, since there are only so many member dollars to go around in this economy. At this time, therefore, the Committee recommends to the EYC Board that Monday Service not be instituted.

Commodore’s Report: Commodore Trost presented his report which is filed with the original Board packet. He began by saying that as he writes his last report for our monthly meeting he would like to thank his fellow Bridge and Board members for their dedication, time and professionalism that makes this Club strong. This year has been a wonderful year for the EYC and for him. He can’t imagine it being better. This past month has been a very busy month for all of us. Starting with the Past Commodore’s Dinner – what a

great night for the old guard to tell the new guys on the block how to do it. The next event was the Commodore's Appreciation Dinner where he had the opportunity to thank all of the volunteers that worked hard keeping the EYC the envy of all the other clubs in our area. He attended the monthly Grounds Meeting held by F/C Niemic where F/C Niemic reviewed the numerous projects that were completed this year plus other great ones that are in the pipeline. He also attended the monthly Dock Meeting where R/C Heitzenrater gave his yearly report. He was most impressed with the way R/C Dave had pounded out a way to eliminate double dockage. Great job! The continuing success of the House, is by no small measure, due to the effort of V/C Urbaniak. The first batch of EYC license plates have arrived and look very sharp thanks to Doug Bolt for organizing and Char Shedd for her effort selling them. The Commodore's Ball was an outstanding event! The talent that lies within our staff is immeasurable. When you see Chef Angelo, Elizabeth and Lauren, be sure to express your appreciation for the countless hours and creativity that went into making this such an extraordinary evening. In less than one month he will be turning over the gavel to V/C Urbaniak. Gerry already has wonderful plans for your entertainment. Be sure to plan on attending the annual Christmas Dinner and New Year's Party!

**Committee Reports:**

Membership Committee: The membership makeup before and after this meeting was as follows:

	<i>As of 10/18/2010</i>	<i>2009-2010 Budget</i>	<i>Caps</i>
Regular	673	689	768
Associate	265	233	300
Special	47	53	
Senior	91	90	
Junior. Family	143	126	
Junior	32	0	
JR/JR Fam. Non-Res.	11	<u>30</u>	
Total	1262	1221	1240
<b><i>Not in CAP</i></b>			
Non-Resident	23	25	
Honorary Associate	29		
Honorary Regular	4		
Grand Total	1318	1246	

There were no new members elected to membership this month. The membership report reported the death of Honorary Associate member, Max Weaver.

Basin Reconstruction Committee: Ed Schuler, who was a guest at the meeting, gave a verbal summary of the recently conducted "wave" test. After mooring P/C Doug Nagle's boat, *Shadow*, on the Guest Dock, Ed made several passes and figure eights in a Searay. It was an "extreme" test and there were significant waves, causing the docks to rise and fall 4-5". However, as the waves moved across the basin to O-dock, they dissipated. All participants agreed that the current floating docks will not provide sufficient wave attenuation alone for the A/B/C-docks after the Junior sailing wing is removed. P/C Murosky, Ed Schuler and Jon Tuschak are collaborating on an appropriate wave attenuation system. One being considered is triangular devices located outside our Basin, in our entrance channel, but others are being considered. It was noted that A-dock slip holders have contended with this situation for some time.



EYC Foundation: At 7:31 V/C Urbaniak made the motion to suspend the Regular Board meeting and convene the Annual Meeting of the Erie Yacht Club Foundation (EYCF), with the Directors of the Erie Yacht Club being the members of the EYCF. Doug Boldt seconded the motion which carried unanimously. At that time Jim McBrier, chair of the Board of Trustees of the EYCF, and P/C Roy Strausbaugh, EYCF Trustee, joined the meeting. On a motion by V/C Urbaniak, second by F/C Niemic, the following Minutes of the last Foundation meeting were accepted as presented,

**“EYC Foundation Meeting Minutes, September 7, 2010**

Trustees Present: Jim McBrier, Dennis Markley, Holly Wolford (by phone), Karen Imig, Julie Arthurs, P/C Roy Strausbaugh

Trustees Absent: John Dunn

Call to Order: Chair Jim McBrier called the meeting to order at 7:35 p.m.

Approval of the Minutes: The minutes of the July 13, 2010 meeting were unanimously approved and seconded by on a motion by Roy Strausbaugh and Julie Arthurs, respectively.

Chair’s Report: The Chairman reported that he and Secretary Karen Imig had met with Commodore Trost and R/C Heitzenrater regarding the future plans for the Junior Sailing dock and facility. They are still in the planning phases and we should know something with 1-2 months. He also noted that he had asked the Bridge officers for \$2,000 in financial support to underwrite the cost of additional brochures and mailers. They will consider it while reviewing the 2011 Budget.

Treasurer’s Report: A Treasurer’s Report, prepared by Susan Banka, Ass’t. Treasurer, was distributed and reviewed. We have received \$51,085.91 in donations since our inception. We have received administrative fees of \$9,250.28, of which \$3,070.73 is available. The Investment account is 75% in a bond fund, the *Federated Total Return Bond A* (TLRAX) and 25% cash. We will stay there for now and watch what the market does. A draft 2011 budget was presented and reviewed. It estimated \$6,000 in a Spring Appeal, \$6,000 for a December appeal, \$5,000 for an annual appeal and \$10,000 for a Summer fundraiser of \$ 40 couples at \$300/couple.

Fundraising: The Chairman reported that 64 donors contributed \$12,260 towards the Reyburn Sailing Challenge Grant. The \$10,000 matching grant brings the total to \$22,260. He especially thanked the anonymous donor family for their vision and generosity. He also outlined plans for a summer fundraiser/awareness event which would be an “upscale boat party.” He envisions getting 6-7 nice boats for a “fancy” event that would cost about \$300/couple. If 40 couples participated, the event would gross \$12,000. More details to follow in future meetings. He also suggested that it would be great if each EYC member would give at least \$25. At Kawkwa, the members are all assessed \$25 for the Caddy Scholarship fund. Maybe EYC could consider this for all new members. Our goal is to build a nest egg so there is a large amount to give out in the future. There will be a Fall/Winter fund drive. We need a bi-fold brochure and a return pledge envelope in a design that could be used going forward. Jim also would like to have discussions with the Reyburn Sailing Committee about running the Racing Fundraiser donations through the Foundation so that donors can get a tax deduction. He will ask David McBrier to discuss this with the Committee.

Grants Committee: Karen Imig reported we had received a letter from Bayfront Center for Maritime Studies asking us to become members and provide financial support. We will send them a letter telling them that we are a grantor and that funds will be available in the spring. They should send in a request for funds. Jim McBrier reported that we have raised just over \$50,000 and have given out \$6,260 which is over 10%.

New Trustees: The following names were put forth for nomination to Trustee for 2011: Dennis Markley’, Hollis Wolford O’Hare, John Bloomstine and Mickey McMahon. On a motion by P/C Roy Strausbaugh with a second by Karen Imig, these nominations were approved to be sent to the EYC Directors for approval at the October Annual Foundation Meeting.

Annual Meeting: Jim noted that because of his knee surgery, he may not be able to give the annual report to the EYC Bridge and Board in October for the Foundation annual Meeting. He asked Roy Strausbaugh to stand in for him. Karen will send the appropriate notices to the EYC Directors.

Future Meeting Dates: October 12, November 9 and December 7, 2010 at 7:30 PM at Builder's Hardware. October 18 at EYC for Annual Foundation Meeting.

The meeting adjourned by unanimous consent at 8:25 p.m. Respectfully submitted, Karen Imig, Secretary, EYC Foundation"

Foundation Chair, Jim McBrier then gave the following report,

"Since the inception of the EYC Foundation sixteen months ago, a great deal of progress has been made in laying a strong foundation for success. In 2010, the Trustees have been diligently working in five areas to enhance the Foundation's ability to grow.

- **Accountability-** An Ass't . Treasurer is in place, Ms. Susan Banka, CPA in Erie, who manages the day-to-day accounting and investment account for the EYC Foundation, assures contribution acknowledgements are timely and prepares all tax information with our CPA. An investment account has been opened at PNC bank for the permanent funds: Commodore's Unrestricted Fund and Reyburn Sailing School Fund.

As of September 3, 2010 the following amounts have been placed in the Investment Account. Commodore's Fund: \$2,000 and Reyburn Fund: \$34,000. Total Investment Account on Sept 3, 2010 was approx \$33,780. The current fund investment directive is 75% Bond Fund or Money Market and 25% Large Cap Fund.

- **Knowledge-Based Marketing-** A strong Web Site is in place linked to EYC, Facebook has been established for the Reyburn Sailing School and PayPal has been put into place for on line contributions.
- **Fundraising-A** spring Challenge Grant was received to match \$10,000 for the Reyburn Sailing School Permanent Fund. In early August, the match was met, raising \$12,860. These wonderful gifts and the special anonymous match resulted in \$22,860. During this challenge we received the largest gift to date totaling \$8,500. From June 1, 2009 thru September 3, 2010 the Foundation has received \$50,086 in contributions. It is the plan of the Foundation to solicit funds twice in 2010-11. The request to EYC members and other friends of the Foundation will be made in December 2010 and again in late Spring 2011. We are looking for another challenge grant. In addition the Trustees are working on an event to be held at EYC during the summer that will build awareness and raise additional funds for the Foundation. As in the past, the Foundation will solicit contributions for two funds and designated gifts to the Annual Fund.
  - Commodore's Permanent Unrestricted Fund
  - Reyburn Sailing School Permanent Fund
  - Annual Fund (Designed for specific pass thru gifts by individuals and companies on an annual basis)
- **Large Gifts and Bequests-** The Foundation continues to focus on individuals and companies that have an interest in specific programs or facilities that might enhance the educational benefits of the Foundation. (i.e. Foundation Educational Facilities and Equipment, Permanently Named Funds and Estate Gifts.)
- **Grant Making in 2010** - In 2010 the following grants were made by the Foundation to qualifying worthy organizations in our Community. A number of these gifts were designated pass thru funds generated by our Annual Appeals. Our total grants awarded in 2010 were \$3,569.
  - \$369 Frolic on the Bay (pass through)
  - \$450 Power Squadron (Safety Program) (Committed not paid)
  - \$1,350 Reyburn Sailing School (At Risk Student Program)
  - \$400 Reyburn Sailing School (Racing Team and Student Scholarships)
  - \$1,000 Flagship Niagara Scholarship Program

The Trustees request that the EYC Board continue to support the Foundation in November 2010 with a contribution of

\$2,000 that would be used, as it was in 2009, to market the December Solicitation Appeal and provide additional marketing materials for ongoing recognition and fundraising. This contribution by the Erie Yacht Club is important to assure that we continue to create awareness and expand our donor group without having to use any more funds than possible from our donors.

As always the Foundation looks forward to giving the Annual Foundation Report to the membership at the EYC Annual Meeting.”

He ended by explaining that with the Club’s financial support, the Foundation can build awareness and stay in front of the membership and not have to cover as much of these costs out of our contributions.

P/C Strausbaugh then presented the slate for new EYCF trustees. On a motion by V/C Urbaniak with a second by Bob Nelson, the following Trustees were appointed to serve a three year term: Dennis Markley (re-new for 3 years), John Bloomstine (new-replacing I. John Dunn), and Mickey McMahon (new-replacing Julie Arthurs). Next year the terms of Karen Imig and P/C Roy Strausbaugh will expire.

Other EYCF Business: P/C Amatangelo then presented Chairman McBrier with a \$100 check (unrestricted gift) from SOLO sailor Dan Pavlet to express his thanks for the gracious welcome and help he received from the EYC upon completion of the SOLO challenge this year. It was noted that this is the second year in which he has made such a contribution.

On a motion by V/C Urbaniak, seconded by Doug Boldt, the EYCF Annual Meeting was adjourned and the Regular EYC Board meeting resumed. At this time, P/C Strausbaugh and Jim McBrier thanked the Directors and left the meeting.

**Unfinished Business:** None

**New Business:**

Mickey McMahon Issues: Mickey joined the meeting at 7:35 and presented the following issues: 1) *Yellow curb at the top of Ravine Drive:* He stated that this is a very dangerous turn and those unfamiliar with the drop-off on the other side of the curb get “caught up” on the curb. He suggested that we install tall poles as had been there in the past to guard against anyone driving over the curb, especially in fall and winter when it may be covered up with leaves or snow. 2) *Speed control on the EYC grounds:* He stated that there are often cars that ignore the Club’s speed limit. He proposed the installation of portable speed bumps to discourage speeding. He provided photos and pricing. 3) *Absentee Ballot:* He stated that he understood that the idea of an absentee ballot had been defeated several times at the Annual Meeting and he agreed that members should come to the meeting to hear the debate on the issues so as to make an informed decision. However, he suggested that the Club consider offering an absentee or mail in ballot like the Mannerchor Club for the Slate of Candidates only. 4) *Blackballed member:* He stated that he was disappointed that his business colleague and friend had been blackballed from the Club. He expressed frustration that our process precludes another vote. He asked the Board if anything could be done to reverse the blackball vote to allow this gentleman into the Club. The Commodore thanked Mickey for his input and suggested that the Grounds Committee review the speed bump and Ravine Drive poles. Mickey left the meeting at 8:00.

2011 Charity Regatta: V/C Urbaniak announced that the plan for next year’s Regatta was to open it up to proposals from other non-profits in the community to see what suggestions they may have for running the event. He is open to suggestions and encouraged everyone to let him know if there was an organization who

might be interested. He has contacted Bob Wooler from the Non-Profit Partnership for suggested organizations as well. He will send a letter as Commodore, explaining the process and the decision criteria.

Junior Sailing Request: F/C Matt Niemic presented a letter to the Board from Brian Lasher, Junior Sailing Committee chair requesting \$35,000 for new equipment for the Junior Sailing program for 2011. They have several older boats which need to be replaced and would like to buy in bulk to obtain a lower price. The Board discussed this request, all agreeing that it would be considered when creating the Capital budget. It was tabled until the December meeting.

Bar Closing During Annual Meeting: V/C Urbaniak suggested that instead of having the bar closed from 7:00 PM until the end of the Annual Meeting, that we close the bar for one hour from 7:30 until 8:30 so that Auxiliary and Associate members could come to the Club during the meeting. Considerable discussion ensued, with concerns as to how to control members from coming and going from the meeting to go to the bar, and also, how to control access to the meeting since the Tellers will be counting votes and not manning the door. On a motion by V/C Urbaniak with a second by F/C Niemic, the Board voted, by majority vote with Bob Nelson opposed, to close the bar for only one hour.

At this time, the Commodore thanked the guests for attending and excused them all except Brad Enterline who would stay to discuss the Annual Meeting Resolutions.

Annual Meeting Resolutions: Brad Enterline, Chair of the *Constitution and By-Laws* Committee, then presented the proposed Resolutions for the Annual Meeting, a copy of which is filed with the monthly packet. There were five resolutions presented. They were to 1) Raise Associate dues by \$50; 2) Allow winter storage rated to be set by the Dock Committee; 3) "Clean-Up" of two changes in "Membership Privileges and Powers"; 4) Allow email notification of candidate, meetings and amendments if allowed by the members; 5) Allow Past Commodores the right to attend and vote at the Annual and Special meetings. After discussion and editing, all five changes were approved, with slight modifications to Resolution 3 and 4. Also, Resolution 3 will only have one change at this time. The second change regarding Auxiliary members' privileges needs to be reviewed in light of other membership categories as well. This was done on a motion by R/C Heitzenrater with a second by Doug Boldt and the vote to take these revised resolutions to the membership at the Annual Meeting was unanimously approved. A copy of the revised and final resolutions is filed with the October Board packet. Brad left the meeting at 8:55.

Light House Pavilion Rest Rooms: The potential costs of the new Lighthouse bathhouse were discussed. The idea was presented that since this is a worthwhile project that is related to the Basin remodeling of the east wall, that perhaps the Basin funds could be used to build this facility. Doug Boldt made the motion to do this. There was no second. Other considerations were that there is now an ongoing 10-year assessment for all new members and so those funds would be available for this project. After considerable discussion the Board decided to ask Mike to make a projection of how much money the assessments would generate. The motion failed for lack of a second and the Board tabled the discussion until the December meeting so they could get more information on the "new" assessment income. In the interim we will get multiple bids for the project so as to be ready to start as soon as funding is approved.

2011 Operating Budget: GM Mike Lynch presented a revised 2011 budget which included the proposed \$50 associate dues increase, a proposed increase in electrical costs and a slight increase in cost of goods sold for the Galley. These changes took the budget from a proposed operating loss of \$33,161 to a proposed loss of

\$16,171. On a motion by Dave Sanner, seconded by Bob Nelson, the budget was approved as presented. V/C Urbaniak reminded everyone that the budget is an educated guess based on historical costs and revenues. We will shoot to try to increase revenues and manage expenses to bring the budget in next year at a break-even.

Executive Session: From 9:35 until 10:07, the Board unanimously convened an Executive Session to discuss a membership disciplinary issue.

Acknowledgement of P/C Amatangelo and exiting Board members: Commodore Trost presented P/C Amatangelo with a framed keepsake which included all five of the officers' flags mounted and framed together. He thanked Dave for his dedication and time in the "chairs" and on the Board. He also thanked Dave Sanner and Conrad Stachelek who will be leaving the Board this year.

Adjournment: Doug Boldt made a motion that we adjourn the meeting; after Dave Sanner provided a second, it carried unanimously. The time was 10:17 PM.

Respectfully submitted,

Karen L. Imig  
Secretary/Treasurer