

**Regular Meeting of the Board of Directors of the Erie Yacht Club  
February 16, 2009**

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

**Directors Present:** Doug Boldt, Greg Gorny, Matt Niemic, Dave Sanner, Conrad Stachelek and P/C Dave Arthurs

**Directors Absent:** John Orlando

**Guests Present:** Mike Lynch; Nick Scott, Sr. and Carl Ukasik from 7:30-7:50

The Commodore called the meeting to order at 7:02 PM.

**Agenda:** The Commodore called for approval of the Agenda. Under “New Business” Mike Lynch added “Item E. Nick Scott at 7:30,” R/C Urbaniak then moved to accept the Agenda as amended and Doug Boldt seconded it; it carried unanimously.

**Minutes of the January 19, 2009 Board Meeting:** On a motion by R/C Urbaniak with a second by V/C Trost, the Board unanimously approved the minutes of the January meeting.

**Secretary's Report:** There were no members completing their one-year probation this month. On a motion by Doug Boldt with a second by R/C Urbaniak, the Board unanimously approved the transfers, en bloc, of Julia Lillis from Junior Family and Robert Hessinger and Gregg Sarbak from Regular to Associate, respectively. On a motion by R/C Urbaniak with a second by V/C Trost, the Board unanimously voted to extend a military active duty courtesy dues waiver to Michael S. Beatty (JF) on active duty in Grand Haven, MI. On a motion by Greg Gorny with a second by Matt Niemic, the Board unanimously accepted the resignations of the following members: Robert Seibel (Sr), Dorothy Weaver (Sp), Michael Geary (R), Joan Morgan (A), Lynn Crossman (A), Tim Hanks (A), Kara Ward (JF), Joseph Busse (JF), Bremmer Kneib (JF) and Michael Geary (NR).

She also reported that we had received the following correspondence:

1. Thank you note from Peggy Way for Honorary membership
2. Letter of thanks from Joseph Weindorf for Honorary membership
3. Letter of thanks from Toni Sample for Honorary Membership
4. Letter of thanks from Cynthia Taylor for Honorary membership
5. Letter of thanks from Rosmari Graham, Executive Director of the Erie County Historical society, for the \$250 donation. This is where the Club’s archives are housed.
6. Letter from Peter Reyburn stating he will choose Non-Resident status instead of Senior.
7. Letter from Mary R. Harsh requesting refund of her late father, Paul Ryan’s, 2009 dues.

8. Letter from Brian E. Nutt, Chief of Staff for PA Attorney General Tom Corbett, offering thanks but declining the Honorary membership.
9. Copy of minutes of InterClub meeting from InterClub Secretary I. John Dunn.
10. Letter from a Regular member requesting dues payment plan for 2009 dues and assessment. - Unanimously approved via email on 1-29-09; motion by D. Boldt, second by R/C Urbaniak.
11. Letter from the American Red Cross Director Pam Masi and Rear Commodore Gerry Urbaniak thanking the Club for support of the Red Cross Regatta and requesting the use of the Club on August 30, 2009 to host the next Regatta. On a motion by Greg Gorny, seconded by Doug Boldt, the Board unanimously approved this request.

**Treasurer's Report:** The Secretary-Treasurer reported that Bonnie had called 85 members on January 23 and 26, 2009 to remind them that they had not paid their 2009 dues and assessment and would be posted on February 1 if not paid by then. On February 1, the following members were posted for non-payment of their 2009 dues and assessment: Peter Askey, Adam J. Barner, David J. Brooks, Joseph R. Busse, Willfred M. Clausen, Lynn Crossman, Daniel J. Edgar, Harry M. Edwards, Betsy L. Gamble, Michael A. Geary, Christopher A. Gillette, Todd J. Hammer, Scott E. Heitzenrater, Paul J. Huntley, Robert W. Irish, David L. Jones, Timothy A. Kolakowski, Michael W. Kondrilik, Andrew Lincoln, William F. Maasz, William Makarowski, MD. Matthew Margosian, Thomas R. Masters, Charles R. McCain, Joshua K. McGrane, David H. Mehl, Jeffrey W. Mertz, Ann Miller, Joan M. Morgan, Brian M. Murray, Albert Policano, Craig A. Schwegman, Nancy B. Sturdevant, Michael H. Sullivan, Brandon C. Thomas, Jennifer Vierling, Tyler Weideman, Edward Weisgerber and Phillip Wolford. Total indebtedness to the Club for dues and assessments on February 1 was \$25,372.41. Of those posted, Daniel J. Edgar and William Maasz received courtesy warning letters stating that they had been posted three times in the past year and could lose charging privileges if posted three times in a row or four times in a twelve-month period

Bonnie called 39 members on February 9, 2009 to remind them that they had not paid their December charges and would be posted on February 16 if not paid by then. The following members were posted on February 16, 2009: Anthony Angelone, Scott Arrowsmith, Thomas D. Briselden, Alfred C. Cramer, Peter Dailey, Hilary B. Gehlerin, Ronald A. Geroni, Molly Herr, Clayton Hornyak, John M. Hromyak, Mark C. McEnery, Richard A. Merwin, David W. Russell, Terri Southworth, Thomas Tallbacka, James D. Vincent, David A. Zacks and Ronald F. Zieziula. Total indebtedness to the Club on February 16, 2009 for December charges was \$2,161.37.

The following member was sent a courtesy warning letter stating that he could lose his charging privileges if posted again because he has been posted either 2 times in a row or three times in a twelve month period: Anthony Angleone.

**Cash on Hand as of February 15, 2009:**

	<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	715,710.54	504,646.76
Funds in M-L Capital		
a) Capital reserve	100,000.00	100,000.00
b) Funds available	91,042.77	92,775.17
Basin Reserve Fund (PNC)	42,004.51	51,309.82
Petty Cash	2,000.00	2,000.00
Pull Tab Bank	3,000.00	3,000.00
<b>Total Cash on Hand</b>	<b>\$ 1,003,757.82</b>	<b>\$ 803,731.75</b>

She reported Monthly Pull Tab Machine Revenue as follows:

January 2009 Profit: \$ 38  
Y-T-D Revenue for Fiscal 09: \$ 722  
Grand Total Profit: \$86,154

Basin Loan: The Bridge officers (minus V/C Trost), Gene Ware and the Secretary-Treasurer had a conference call with the Club's attorney, Bill Brown of McDonald, Illig, Jones and Britton to review the paperwork from PNC Bank for the Basin Loan SWAP. As a result, we asked PNC for a revised payment plan so we can stay within our 10-year member authorization. PNC has approved this request and we will be signing the SWAP documents later this week, pending final review by Bill Brown

The balance sheet and income statements for January were presented in detail including Mark Eller's worksheets. Mike Lynch presented his monthly financial critique which is filed with the original Board packet. He stated that overall, the Club showed a loss on the month of (\$102,441), which was \$12,410 more than our goal of (\$90,031). However, we are awaiting a \$6,100 insurance payment for the front gate and \$1,900 from the Junior Sailing raffle proceeds, which will reduce the loss to \$4,410. He also pointed out that while revenues are down \$29,960 Y-T-D, expenses are under budget by \$25,550. He pointed out examples in each department of items that were either over or under budget as well as areas where revenues were up or down.

General Manager's Report: GM Mike Lynch presented his report, which is filed with the monthly Board packet. He reported the following: 1) He attached a proposal for membership recruitment which he prepared for the Officers and Membership Committee. 2) He attached a summary of the 2008-2010 Capital budgets with current list of items for consideration. These need to be put into a priority order. 3) Based upon the numbers provided by Mark Eller he provided projections on Dues and Winter Storage fees for 2009. Any new members would reduce the dues lost.

	<u>Budget</u>	<u>Actual</u>	
Regulars	\$490,000	\$475,380	<14,620.00>
Associates	\$182,250	\$186,045	\$3,795.00
JR/JR Family	<u>\$40,600.</u>	<u>\$37,529</u>	< <u>\$3,071.00</u> >
	\$712,850.	\$698,954	<\$13,896.00> Lost Dues

Winter Storage Fees

	<u>Budget</u>	<u>Actual</u>	
	\$195,675	\$179,601	<\$16,074.00>

4) We've are almost finished with a Gluten-Free menu that we will offer for members and guests that suffer from this digestive disease. We plan to roll it out the week we reopen after shutdown. 5) Shutdown starts on Sunday March 1<sup>st</sup> and we reopen on Tuesday March 10. 6) We have lost 43 members to date, which is 10 more than the 33 in 2008 and 8 more than the 35 in 2007. We currently have 22 members posted for non-payment of dues so we could lose more before the end of the month. 7) He ran some numbers concerning our sales and costs of having the bar open on Mondays during the months of January, February and March. Over those 11 Mondays we've had average sales of \$203.09 per night and direct costs of \$176.00. This does not include utilities, restroom Housekeeping, bookkeeping and any other miscellaneous expenses. For the 3 month period we had sales of \$2,234.00 minus expenses of \$1,981.00 for a \$253.00 profit. Based upon these numbers he would like the House Committee to review the option of closing on Mondays from January through March of each year.

## **Officers' Reports:**

Fleet Captain's Report: F/C Heitzenrater submitted his report, which is filed with the monthly Board packet. In it, he reported the following:

*Current Issues:* 1) Bay Swim II Committee met on 1/22/09. Some highlights of the meeting are that the initial swim date has been moved at the request of the EYC Board due to a direct schedule conflict with the InterClub Regatta. The swim committee chose Saturday 6/20/09 as the new date which is the week prior to the InterClub Cruise. The date change eliminates the conflict with the longstanding InterClub Regatta and allows more members to both aid and participate in the swim event. The swim is co-sponsored by the EYC so the logo will be printed on the caps and towels provided to the swimmers. The swim committee has asked the EYC to provide insurance coverage for the event which should be under our current policy possibly with an event rider. The cost of the rider has not been yet determined. 2) 501c(3): He scheduled a meeting with committee members Julie Arthurs, Karen Imig, John Dunn, Brad Enterline and P/C David Arthurs held on Saturday 1/31/09 to study the possibility of forming a separate non-profit entity such as a foundation that could accept tax free donations and distribute them to local marine related organizations. Member Holly O'Hare was not able to be present although has provided much valuable information to the committee. The committee made good progress in determining the foundation's purpose, constitution and by-laws and related items. Work continues to determine the legal requirements, set up costs and ongoing costs to sustain such an organization. 3) He requested that Doug Loesel, chair of the Safety Committee look into two issues: a) Placing pre-cast concrete curbs for the north and east walls on the basin side and b) placing Port and StarBoard buoys at the basin entrance both properly lit and marked "No Wake" similar to the ones at the entrance to the marina and other Presque Isle Bay marinas. They would aid or help prevent an accident with boats speeding past our entrance not always able to see a small boat, jet ski, canoe, kayak etc. exiting our basin. There have been some bad accidents near state street in the past and this could help avoid a repeat situation here. It would also help make boats enter straight in and not cut the corner, another safety consideration; 4) Flagship Niagara Regatta: An inquiry was received from Caleb M. Pifer, Educational Partner-Ships, American Foundation for Education Under Sail Inc. His firm is currently working on a contractual basis with Flagship Niagara regarding marketing, development, and grant writing for the vessel plus trying to establish and fund a scholarship program for Niagara's trainee program. He sees the potential for a "Niagara Regatta" as a key element of fund raising. He provided the Houston Yacht Club's annual regatta information for their local historic tall ship *Elissa* as an example regatta. Essentially, the *Elissa* sails into Galveston Bay for one Saturday in the spring, she drops her anchor and the fleet sails around her for a day of match racing. The day concludes with a reception and award ceremony onBoard the historic vessel. The regatta is immensely popular, creates a wonderful signature event for the Club, and raises around \$20,000 for *Elissa's* trainee program. We are currently looking into the possibility of starting a similar such program here.

*Dock Master:* He met with Bill Vogel on several occasions to discuss ongoing and new issues. The following were reviewed and discussed: 1) New Tractor: Bill obtained quotes from three different vendors regarding the costs to get repairs for the suspected items the Case tractor will need. 2) Unused Cradles: Dockmaster Vogel inventoried the unused cradles and jack stands found on the property and determined which are to be junked and those to be saved; 2) Road Salt: The Port Authority delivered a half tri-axel load of road salt on 12/11/08. Bill Vogel advises that there has been a large demand on the use of salt due to the snow and freezing rain conditions over the past month. We may have to request additional salt from the Port Authority depending on the future weather conditions; 3) Gate: The new custom made inbound front gate was received from Erie Rail Systems, installed on Friday 1/9/2009 and is operating properly. Due to the fact that the gate was out of service for an extended time leaving Club security unacceptable, Bill Vogel was asked to determine an estimate on manufacturing a plain Jane gate in house rather than having an expensive custom spare gate manufactured. This temporary gate could be used to maintain Club security on the Club grounds if either the in or out bound gate was inoperative. Bill Vogel researched the issue and estimates the in house cost to be between \$1,200 and \$1,500 for such a gate depending on the labor hours actually required for construction. He further

advises that the gate mechanism is well used however is currently operating properly. Bill Vogel advises that now is the time to do the construction of this spare gate rather than waiting until the busier spring launch period; 4) Boat Storage: Bill identified two boats on trailers previously unreported that have been moved into the property and winter stored on the east boat storage lot. Bill tagged the boats and the members are to be billed; 5) Moorings: Bill is still concerned about the wear and tear of the chains located in the keg field which is a safety issue. This is the chain connecting the anchor to the floating buoy (keg) on the 35 moorings which are wearing thin. Obviously we do not want to have a boat break away and cause damage to itself and others. The EYC would no doubt be held liable for any such damage. We should insure that they are safe and dependable. The mooring were last repaired in 1986. Bill explained that marine contractor gave an estimate of \$300 per hour to dive, connect and pull each anchor, check and replace hardware as needed. Bill advised he is getting older and does not do as much diving as he use to so he is suggesting we cannot do this in house. He said he would supply one yard worker to assist the contractor to help keep the contractor hours to a minimum. Any chain and other needed items would be an additional cost. Guessing if it took an average 1 hour each for the 35 moorings, the cost would be 300 x 35 or \$10,500 plus parts at a minimum. Chain and shackles would be about \$40 per or \$1,400 so we are looking somewhere in the \$12,000 range for the project. A suggestion is since these moorings have not been fully utilized, (very few were actually rented in 2008, it might be prudent to repair half them in 2009 and delay the remaining repairs to the following fiscal year. There is some thought to promoting the moorings as an asset to draw more new members since they would immediately be able to moor a boat. This type of promotion gives even more significance to these repairs; 6) The Fleet Captain asked Bill Vogel to determine the number of pre-cast concrete curbs we needed to complete the north and east wall parking areas and their costs. 7) The promised big winds came this morning (2/12/09) and our Lighthouse weather station reported a peak gust of 70 at 3:25 AM. The strong winds continue and at this point in time we have had one boat on a cradle tip over being supported by the adjacent boat. The grounds crew has braced it with jack stands to prevent further movement. The strong winds have removed several of the new triangular dock boxes ripping them from their platforms. Our crew will recover the boxes which are strewn about the grounds.

After discussion of the Fleet Captain's report on the need for repairing the moorings, the Board agreed that since this was not budgeted this year and that the kegs have seen light use in the recent past, that we will inspect them in mid-May when the kegs go out, installing only the number needed and repairing only those at that require attention.

Rear Commodore: R/C Urbaniak submitted his written report and it is filed with the original Board packet. He stated that one of the most popular and well-received events in recent memory was the 'My Way' Sinatra tribute held last month. It was an instant sell-out, and everyone there raved about the entire event; and afterwards, so many 'rat packers' stayed in the lounge for a NY minute...or two. Kudos to Mike Lynch and the EYC Staff for all their hard work for that event. Everything from the décor to the dessert was top notch. Stay tuned as this event might revisit the EYC in the future! He reported that the Club netted a loss if \$172.50 on the event. All agreed that the event could have supported a higher ticket price.

The great success of the Pittsburgh Steelers contributed to an exciting Super Bowl event at the Club. The Club was crowded with Steeler fans that took advantage of the great snacks and drinks. Roars of excitement and groans of disappointment were all part of the great time had by all. It was a slight money maker, netting \$4.59, but the good-will established with the Club's Steeler's fans was a very positive development. The report noted that the Super Bowl Party was only going to happen if the Steelers got in. As a result the flier was mailed separately resulting in a higher cost.

January numbers from the Galley and Lounge show promise. With the ‘Celebrity Bartender’ events, and the great meals being prepared by Chef Angelo, sales figure show a healthy increase over the numbers from last year (same period).

Monday Bar Sales are lagging. Not including overhead costs such as utilities, restroom housekeeping, bookkeeping, and other miscellaneous expenses, Bar sales in January, February and March may not justify keeping the Bar open on Mondays. Monday sales average around \$200 during those months. Club Manager Mike Lynch will make a proposal to the Board that we test closing the Bar on Mondays. Please take some time to think about this issue, and bring your thoughts to the Board Room on Monday.

The EYC House Committee met at its regular monthly meeting to continue the Strengths and Weaknesses analysis that was begun last month. We reviewed the following areas.

CATERING

STRENGTHS	WEAKNESSES
Excellent Service, Selection	Cancellations happen
Good marketing	Tax compliance issues limit our ability to accept all those that wish to use the EYC
Competitive pricing	

MANAGEMENT

STRENGTHS	WEAKNESSES
Can be very personable at times	Difficult to locate sometimes
Very Knowledgeable	Can a caller speak to a ‘Live Person’?
Capable Leaders	Some need to work on their people skills
	Telephone protocol needs work

MENU

STRENGTHS	WEAKNESSES
Great Steaks, Seafood	Need chicken entrees
Good monthly specials	Wine list needs to be updated
Great Burgers	Need pasta selections
Clam Chowder!	Font on menu is difficult to read
	Need vegetarian selections
	Need fruit and cheese appetizers

The House Committee next turned their attention to “Adding Sizzle” to EYC dining. Specifically to the ‘Big 3’ of dining: Service, Ambience, and the Experience. The first three minutes are critical to a successful dining experience. During that time the greeting, the arrival of the water, and the clearing of extra place mats are crucial components. The committee discussed those items plus others including staff appearance, staff knowledge of items on the menu, staff suggestions for wines and desserts, and over-all staff responsibilities. Ambience was discussed next. Specifically, the appearance of the Club and its various areas, the ‘Yachting’ flavor needed, the comfort of the furniture in the various areas, the plants, over-all warmth, and the general atmosphere during key dining times. The general experience that our members encounter was discussed as well, particularly the experience during the 3 segments of the meal: the arrival, the meal, and the ending. Once again the greeting was revisited, as was attentiveness of the wait staff, and then the complimentary close. The committee will outline suggestions to make all of these components effective, inviting and memorable. The Strengths/Weaknesses analysis is near completion and will yield a document which will be presented to the Board for their approval. Once approved, proper training of staff to adopt the new suggestions will be critical.

Monday Closings: On a motion by R/C Urbaniak, seconded by V/C Trost, the Board unanimously voted to close the Cub on all Monday's in March, with review by the House Committee to determine if this would be prudent for the winter months of January, February and March next year.

Vice Commodore's Report: Wednesday, February 11, he held his third Dock Meeting. In attendance were P/C Arthurs, P/C Pete Gorny, Michael Hromyak, GM Mike Lynch and himself. They picked up where we left off from our January meeting -- filling 6 more requests. The final slip assignments will become more focused as slip payments are received. This past week he was kept up to date on the pending finance SWAP for the Basin Project. Commodore Dave Amatangelo and he were Celebrity Bartenders for Happy Hour on January 29. The theme was "It'll Be A Hot Time In The Ole Club Tonight" was well received with plenty of beer served to put out the fire.

Commodore's Report: Commodore Amatangelo submitted his report and it is filed with the monthly Board packet. In it, he stated that we're starting to get down to business now that the holidays are behind us. At our first meeting of the new year, there were many items that took up a great deal of time and consequently, he didn't feel that the areas that needed to be discussed in detail were given adequate time. Since our last Board meeting, discussions have taken place regarding membership and membership dollars which R/C Gerry will be discussing in his report. We've also been discussing capital expenditures. Due to the current economic situation in which the entire country finds itself, we need to be more vigilant than ever in deciding how we spend any of those dollars. Each Bridge and Board member will have received via e-mail from the General Manager, a copy of Capital funds going back to 2007 and projected out thru 2010. This is for the Board's review only as a point of reference for discussion, so as we go forward we can hopefully establish priorities.

**Committee Reports:**

Basin Committee: There has been no action on the basin since last month. We are waiting for the ice to melt to resume work. At 7:30, Nick Scott, Sr. and his electrician, Carl Ukasik, joined the meeting to discuss a proposal by Mr. Scott to have his electrician and a private drilling company drill an underground channel along I-dock and then install 2 100 amp 3-phase electrical panel with that is required for the new boat Mr. Scott will be bringing to the Erie Yacht Club this summer. After a discussion detailing the actual plan for the construction, the electrician offered to do an analysis of the Club's current electrical draw and the impact of the new power panel, as well as to do a detailed write up of the proposal.

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

	<i>As of 1/19/2009</i>	<i>As of 2/16/2009</i>	<i>2009 Budget</i>	<i>Caps</i>
Regular	693	687	705	768
Associate	203	202	197	200
Special	55	53	58	
Senior	91	88	86	
Junior. Family	132	129	134	
Junior	<u>289</u>	<u>29</u>	<u>25</u>	
Total	1203	1188	1205	1200
Non-Resident	24	24	25	
Honorary	44	48		
Grand Total	1271	1257	1230	

R/C Urbaniak's membership report also reported that because of the resignations we have received, the \$25 dues increase is a wash and does not add anything to the Club's operating budget. In an effort to stem the tide of resignations from Junior and Junior Family members residing outside of Erie, he suggested a By-Laws change to create a Non-Resident Junior and Junior Family category of

membership for those living 150 miles from the Club for annual dues of \$50. He reported that the membership committee will man a table at the upcoming "Get Involved Erie" event on Tuesday March 24 from 5-8 p.m. He also stated that the membership committee recommends increasing the Associate membership cap by 40 which would allow the Club to bring in enough new Associate members to offset the resignations but not to exceed the total number of members we had in 2008 when the Club was busy but able to manage the number of members. If we were able to bring in 40 new Associates, the Club would realize \$21,800 in dues revenue, \$10,000 in assessment fees and \$40,000 in capital revenue. With a goal of trying to re-establish a slip waiting list, which has diminished the past few years, we are in the process of creating an "EYC Advantage" flyer highlighting the cost savings of keeping a boat at the EYC as compared to other local Clubs and marinas. Additionally, GM Mike Lynch has presented a proposal that R/C Urbaniak would like the Board to consider, whereby potential new Regular members would be elected without paying their full initiation fee until they can be assigned a slip. Finally, the membership report suggested that now may be the time to create a payment plan for all members so that during these difficult financial times, members would be able to spread yearly dues and possibly other charges.

On a motion by P/C Arthurs with a second by Doug Boldt, the Board unanimously approved increasing the Associate cap by 40 members to 240.

It was also suggested that the Club send a letter to all Associates reminding them that they can transfer to Regular member by paying the difference in Initiation Fees and that a Board approved payment plan is available which would allow them to pay half of that Initiation fee in installments up to twenty-four months.

#### **Unfinished Business:**

MP3 Music Player for Lighthouse: Matt Niemic reported that the vendors from whom he requested quoted still have not responded and that if we receive no other bids, we will purchase from Custom Audio and have the system installed by Opening Day.

Use of Gas Well: P/C Arthurs and GM Mike Lynch reported that we have begun investigating the installation of new gas powered HVAC units. The existing units are fully depreciated and replacement has been postponed for several years. Rectenwald Architectshas advised us of a similar installation at Oakmont Country Club in Pittsburgh where the units were installed and had a very short payback period. We will look into having the same engineering firm do a study for us to determine size of units required and potential payback.

Bathroom: Matt Niemic submitted his bid for the bath house and stated that he had hoped to have bids from two other member contractors but they did not submit in time for the meeting. Based on the cost, and on the fact that the Board wanted to review all capital items before making a decision, the bathroom decision was tabled until further notice.

Tractor: F/C Heitzenrater submitted an estimate for anticipated repairs for the existing 1989 Case 385 tractor, including replacing the starter motor, ring gear, clutch and rebuilding/replacing the rear hydraulic system, plus the cost of four new tires. While he submitted three quotes, not all items were included on each quote, but the quote from A.R Beatty Diesel included everything requested for \$12,505. Any further decision on a new tractor was tabled until the Capital projects priorities are discussed.

#### **New Business:**

Prioritizing Capital Items: The Commodore referred the Board to a list provided by GM Mike Lynch which listed all capital items purchased last fiscal year, those purchased this fiscal year to date and



those under consideration for the remainder of this year and next. Several items were added, costs for several were adjusted and M. Lynch will update the list for next month's consideration. Mike noted that approximately \$95/year of each member's dues goes to fund the capital projects through the Club's longstanding policy of funding depreciation. The majority of the capital funds come from new member Initiation Fees.

Capital Item-Salad Cooler: GM Mike Lynch presented three quotes to replace the salad service cooler that is 8 years old and has required over \$800.00 in repairs and is still not working correctly. This table is used to hold house salads for dinner service and all the salad dressings. It's very important that this unit be in top working order to avoid any critical violation from the County Health Department. There were two internet quotes of \$2,687 and \$2,566 and a quote from a local company, Andy Equipment Exchange for \$2,632. On a motion by Doug Boldt with a second by Greg Gorny, the Board unanimously approved the purchase of a Turbo-Air Model #TST -48SD-24 Mega Top Salad cooler for a not to exceed price of \$2,700 including tax from Andy's Equipment Exchange, who will also give us a trade-in on our existing unit..

New Fuel Pumps: F/C Heitzenrater submitted a quote to replace the old fuel pumps with three high speed pumps for a cost of \$22,289, including conducting an inspection of the underground storage tank per the DEP requirements. All agreed that this project needs more study and will be placed on the capital list for consideration.

Handicapped Accessible Ramp for Lighthouse Deck: Matt Niemic presented a quote for \$7,754 for a wraparound ramp for the east side of the Lighthouse deck. This is required by law and will be placed on the capital projects list with a high priority.

Capital Items: A new big screen TV, Clubhouse deck heaters and a playground and basketball court were tabled pending discussion of the capital items priority list.

Bay Swim II Insurance: F/C Heitzenrater reported that the Bay Swim committee had asked the Club to pay for liability insurance for the event, in exchange for a portion of the proceeds going to the Junior Sailing program. However, the Club had suggested that the Bay Swim committee keep the funds they had offered, in exchange for a major sponsorship, so he was not sure we would be open to paying for the insurance. The matter had been referred to Doug Loesel, our insurance agent to obtain a quote, after which time we can decide if this request is feasible.

Adjournment: Doug Boldt made a motion that we adjourn the meeting; Dave Sanner seconded it and it carried unanimously. The time was 10:29 PM.

Respectfully submitted,

Karen L. Imig  
Secretary/Treasurer