

**Regular Meeting of the Board of Directors of the Erie Yacht Club  
September 21, 2009**

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

**Officers Absent:** V/C Tom Trost

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

**Guests Present:** GM Mike Lynch

The Commodore called the Regular meeting to order at 7:00 PM.

**Agenda:** The Commodore called for approval of the Agenda. R/C Urbaniak moved to accept the Agenda and Matt Niemic seconded it; it carried unanimously.

**Acceptance of Minutes of the August 19, 2009 Board Meeting:** F/C Heitzenrater made a motion to accept the minutes from the last Board meeting; second by Matt Niemic. It carried unanimously.

**Secretary's Report:** The following members successfully completed their one-year probation this month and, on a motion by R/C Urbaniak, seconded by Doug Boldt, were unanimously removed from the probationary list: Garret Downey, Michalee Polito-Brown and Kathleen Allison. On a motion by R/C Urbaniak with a second by Doug Boldt, the Board unanimously extended the probationary period of the following member for 90-days: Terri Southworth. On a motion by Doug Boldt with a second by Matt Niemic, the Board unanimously reinstated Tom Finley and Dan Claxton who had been suspended. On a motion by Doug Boldt with a second by F/C Heitzenrater, the Board unanimously transferred Mrs. Janet Hendricks, widow of Mr. William-Hendricks Jr., from Auxiliary to Special member. By unanimous consent, the Board then went into Executive Session from 7:13 until 7:19 to discuss a member payment issue. The Secretary's Report also noted that we had received the following correspondence:

1. Letter from the PA Boating Association requesting we join their organization. (request denied)
2. Letter from PNC Bank explaining that funds moved via sweep to the investment vehicle are not FDIC guaranteed. (Secretary-Treasurer to check with PNC representative about sweep account options)
3. Letter from Paul Nickerson, Great Lakes Singlehanded Society 2010 Lake Erie Solo Challenge Chairman thanking the Club for hosting the finish and award luncheon and requesting same for 2010. (unanimously approved on a motion by Greg Gorny, second by Doug Boldt)
4. Note of thanks for the P/C dinner from P/C Jim Owen

**Treasurer's Report:** The Secretary-Treasurer reported that Bonnie did not call delinquent members this month because of the new \$25.00 service fee policy. Twenty-three members were billed the \$25 late fee.

The following members were suspended and fined \$50.00 for non-payment of their second-half year's EYC dues and/or assessment. If the arrearages are not paid in full by October 1, 2009 they may be expelled: Daniel K. Claxton, Emily Hutchinson and John D. Miller. Total indebtedness to the Erie Yacht Club on September 1, 2009 for half EYC dues and/or assessment was \$1,018.73. (plus \$662.50 owed by Dan Edgar)

The following members were suspended and fined \$50.00 for non-payment of their June charges. If the arrearages are not paid in full by October 1, 2009 they may be expelled: Tom Finley. Total indebtedness to the Erie Yacht Club on September 1, 2009 for June charges was \$96.43.

The following member was expelled on September 1, 2009 for non-payment of their May charges, having been posted in July and suspended in August, when they received a suspension warning letter outlining that they may be expelled if outstanding charges not paid by September. They also received invoices at the end of May, June, July and August: Todd Hammer. Total indebtedness to the Erie Yacht Club on September 1, 2009 for May charges was \$218.33.

*Cash on Hand as of September 16, 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	130,997.14	148,156.50
Funds in M-L Capital		
a) Capital reserve	100,000.00	100,000.00
b) Funds available	38,338.80	37,993.03
Basin Reserve Fund (PNC)	114,156.81	126,728.43
Petty Cash	2,000.00	2,000.00
Pull Tab Bank	3,000.00	3,000.00
Total Cash on Hand	\$388,492.74	\$467,877.96

*Monthly Pull Tab Machine Revenue:*

August 2009 Profit: \$ (111)  
Y-T-D Revenue for Fiscal 09: \$ 4,724  
Grand Total Profit: \$90,156

*Annual Audit:* She reported that she had sent the annual engagement letter to our auditor asking them to audit our accounts for fiscal 2009. The Audit Review Meeting will be held Thursday *November 5, 2009 at 6:30.*

*PNC Rep Change:* Our new Account Representative from PNC is Rick Sherbondy.

The balance sheet and income statements for August 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, the Club showed a profit on the month of \$58,848, which was \$27,773 more than our budget of \$31,075. Year-to-date, the Club is showing a profit of \$73,500, which is \$23,836 better than our goal.

**General Manager's Report:** GM Mike Lynch presented his report, which is filed with the monthly Board packet. In it, he reported the following: 1) The Club has been contacted by the Force 5 Class Association and would like to hold a regatta here in July 2010. This is a single person boat and they would expect 20-30 boats with a total guest count of 40. They will do three days of racing on a Thursday through Saturday. They do not have a local member of the racing class; therefore, they would need the Club to take on the Chairmanship. The gentleman asking for permission to host the regatta stated he would help in that regard. They are asking for permission to host the event at the EYC in July 2010. 2) The Bay Swim organizers have asked for Saturday June 26, 2010 as their date for the 2010 swim. We have no conflicts concerning that date. They would like the Club's permission to proceed with their planning. 3) It's been discussed as to whether the Club should amend its First Night Free Policy. The suggestion would be to adopt a Second Night Free thereby charging for the first night. The theory is we would increase guest dockage revenue and potentially gain food and beverage sales on one of those two nights. Through Labor Day weekend we had 214 visiting boats and Guest Dockage income of \$7,381.00. We offer two nights free to Port Dover YC members. There were 57 boats from Dover which stayed 157 combined nights. 30 of their boats stayed 1 or 2 nights and saved \$3,464.80 in guest dockage fees. If the Club decided to go to second night free policy we would see an increase in guest dock fees to \$11,866.38, an increase of \$4,485.38. We also improve our opportunity to see an increase in Food and Beverage sales. For discussion's sake, if the Club were to reduce the Port Dover YC to one night, we would increase guest docks by an additional \$2,167.50. He is not advocating this but just was asked to present the figures.

The Board asked Mike Lynch to contact the Force 5 Class Association for more information on their regatta.

By unanimous consent, the Board unanimously approved the Bay Swim request for July 26, 2009. F/C Heitzenrater will notify them of this decision.

### **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. EYC Foundation - Liaison to the Board:** The trustees of the EYC Foundation thank the EYC Board for their \$2,000 contribution to be used for advertising and promotion of the Foundation to ensure its success. The anticipated success of the Foundation will not only improve but help shape the future direction of EYC boating programs. Please check the Foundation link on the EYC website for additional information.
- 2. Ravine Drive:** The deterioration of Ravine Drive continues. We met with the city officials on June 25<sup>th</sup> and with the Port Authority on August 14<sup>th</sup>. The Mayor called a meeting between the City, the Port Authority and the EYC to discuss the future of Ravine Drive due to previous separate discussions among the three parties. The meeting was held on 9/3/2009 at City Hall in the 5th floor meeting room. Eight members of the Port Authority, the Mayor, Public Works Director, Douglas Mitchell and City Attorney Greg Karle represented the City, and Commodore Amatangelo, F/C Heitzenrater and Mike Lynch, for the EYC, all attended the meeting.

Jon Tushak, City Engineer, also attended the meeting and presented the current condition of the road, underlying road base and surrounding drainage and described a new engineering plan for reconstruction of the road. Jon, with the City Sewer Department employees and our EYC Grounds staff and equipment have spent many hours cleaning and unearthing the clogged and buried storm

sewer lines already in place on Ravine Drive. The City Sewer Department used a video camera to explore and help identify the problems and actual location of the sewer lines. The crews also unearthed a very large sewer tube beginning at the bottom of the ravine at the south end of the ravine. This pipe was completely blocked and buried by muck and decaying leaf and other waste materials. The existence of this large pipe was not realized until just two days prior to this meeting. After many years of neglect, the City Sewer Department and the EYC crews have now cleaned and exposed these clogged sewer lines. In addition they have constructed a concrete retaining wall in the southern section of the ravine to help control the excess water runoff.

EYC member George Willis of Urban Engineers donated boring services. Three test borings were made in the road surface which determined that there is up to 8" of asphalt currently in place. This is great news on two fronts: #1) there is adequate drainage currently in place although it requires repairs but is adequate to handle the run off of the area. It has now been cleared and is serviceable and should prevent flooding of the road which has caused much of the current crumbling and pot hole problems; #2) There is a thick road base which can be repaired and resurfaced. These are two very basic, important and expensive issues that impact the permanent rebuilding and repair of the road.

The City and the EYC have worked together to determine the underlying condition of the road and associated storm sewer drainage structures. The Port Authority has now agreed to get directly involved in the repair by filling the pot holes as soon as possible and to do some road resurfacing during the current construction season. The City Engineering Department will complete the engineering plans to bring the road up to a new standard including a walk way and curb. The Port Authority will seek funding to have this construction completed at some time within the next five years. Ultimately, the reconstruction of the road to bring it up to a certain yet to be determined standard will require an agreement between the parties regarding the permanent upkeep and maintenance of the road. In the meantime, the EYC will continue to do the winter plowing, salting and cleaning of the road surface with salt being provided by the Port Authority. The City and the Port Authority agreed to the inclusion of all of the affected property owners (Fern Cliff Association and Fern Cliff West, LLC ) in future discussions.

**In the mean time, please drive slowly and carefully navigating the large potholes and drop offs at road's edge as there will be oncoming traffic including pedestrians attempting to do the same.**

F/C Heitzenrater thanked EYC member and City Engineer Jon Tushak for his personal interest and help moving this process forward.

**4. EYC Racing Fleet - Liaison to the Board:** The 2009 fleet is now 60 boats and nears the completion of the race schedule. The fleet recently completed the annual Bluff Bar race for the Wolford Trophy as well as the traditional overnight Koehler Cup to Port Dover with 18 boats and crew making the rugged voyage. A portion of Saturday's race can be viewed on YouTube thanks to Rick Barner @ <http://www.youtube.com/watch?v=ZyOsE0Ph5o4>. Fleet Chairman, Tom Madura announced the annual Chairman's Picnic at our EYC Lighthouse pavilion on Saturday 9/19 for the fleet families and crew and Race Committee.

**Dock Master:** F/C Heitzenrater continues to meet with Bill Vogel on a regular basis to discuss ongoing and new issues.

**1. Picnic Shelter:** We still plan to repaint the picnic shelter as the weather permits.

**2. Marina Electrical Guard:** We have obtained a Marina Guard device which enables our dock crew to check the electrical power connections to our boats from the power pedestal. F/C

Heitzenrater stated he is happy to report that the entire basin has been checked and there are no problems to report. The basin will be periodically checked to ensure the safety of our members and basin.

**3. Abandoned items. Last chance:** Nearly all of the unidentified dinghies, dock boxes, cradles and trailers have been identified and retrieved by the owners. However there are five dinghies now displayed on the east wall of the Canoe House that remain unidentified. Please see Dock Master Bill Vogel as soon as possible to identify and claim your boat before it is discarded.

**4. Natural Gas Line:** The National Fuel gas line which serves the Clubhouse was defective and required replacement. A new gas line was needed to be run from outside our gate to the Clubhouse building beneath the asphalt parking lot. The construction was done entirely by National Fuel Gas entirely at its expense including repair of the asphalt. Although the EYC does not presently use any natural gas from the public utility, it is important to have this ability as a backup in case of a malfunction in our gas well system.

**5. 2009-2010 dock reconstruction:** Congratulations to G and H-dock holders. The Basin Committee announced you are next in the dock replacement schedule. Demolition will begin October 1; therefore, G and H-slip holders are asked to have their boats lifted for the season or moved to a temporary slip. See Dock Master Bill Vogel for a temporary slip assignment.

**Tight Schedule.** The plan is to have all boats pulled by November 1<sup>st</sup> so that the Grounds crew can concentrate on the basin project as soon as possible. It will require a concerted effort by all to reach the November 1<sup>st</sup> goal as the final haul-out day of the season so please schedule your lift a.s.a.p. Please remove all lines, dock boxes or personal items from G and H-dock.

Rear Commodore's Report: R/C Urbaniak submitted his report and it is filed with the original Board packet. In it, he reported that the good news continues to accumulate in the House here at the Erie Yacht Club. Mike Lynch and Staff have trimmed Club operational expenses (all expenses except for admin.) to a level that is \$67,418 better than last year at this time. And although YTD (year to date) galley food sales shows a predictable loss of \$37,400, (which is about \$27,000 better than we budgeted) it is important to note that last year at this time, we were sustaining losses of \$112,000. Total Galley sales (\$127,000) are ahead of '08 levels by \$5,000 and Galley profits are an impressive \$13,651. Compare this with last year when profits were only \$29. Last year at this, time we felt lucky to have even a very small profit. This latest profit figure outdistanced our budget projection by \$10,000. Bar sales exceeded budget estimates by \$2,500 and also exceeded last year (same period) by \$3,500. Bar profits (\$33,500) are some \$3,500 better than in '08. Food costs continue to be another bright spot on the House map here at the Club. That number (40.6%) is not only significantly below the national average for restaurants, but it is nearly 4% better than the amount that we budgeted, and nearly 8% better than last year at this time. Lastly, Food and Beverage sales are on track to produce approximately 48% of the Club's revenue this year while Dues and all Dock Fees will contribute 49%.

This year's EYC Regatta for the Red Cross was another great success with nearly 70 boats participating, and helping to contribute almost \$25,000 to the American Red Cross. Revenues would certainly have been much higher if the weather had been more cooperative, but all that participated had great accolades for this year's event. I would like to take this opportunity to thank Mike, Elizabeth and the Kitchen Staff for their valuable aid in supporting this annual event, and as well, the many members of the Bridge and Board that contributed in so many ways.

Now that the summer is winding down we can look forward to the myriad of occasions and celebrations planned for the upcoming fall months. Be sure to check out the EYC website to take advantage of all the great events. See everyone in front of the big screen TV Monday nights!

Vice Commodore's Report: V/C Tom Trost submitted his report which is filed with the monthly Board packet. In it he reported that he held his Dock Meeting on Thursday, September 17th. In attendance were Mark Downing, P/C Dick Robertson, Michael Hromyak, GM Mike Lynch and himself. It is unbelievable but it is already that time of the year when haul-outs are starting at the pace of about 4 per day. He reminded the resident members of G and H-docks that these docks are scheduled for demolition. If members wish to remain in the water, please contact our Dock Master Bill Vogel for alternate slip assignment. The Dock Committee is looking into the feasibility of changing our guest dockage policy. We are considering asking for payment for the first night with the second night free. This policy is already in effect with clubs at the west end of Lake Erie. He has asked Mike Lynch to have one of our staff members contact Clubs in the Western end of the lake to find out exactly what their policies are. We are aware that two other clubs in the Erie harbor are not going to change to this policy and this may or may not affect our guest dockage revenue.

Commodore's Report: Commodore Amatangelo submitted his report and it is filed with the monthly Board packet. In it, he stated that the meeting with the Mayor's office and the Port Authority Board that took place on September 3<sup>rd</sup> went as well as we could hope for. The City was reluctant to make any firm commitments but the Port Authority indicated that they will be doing specific tasks regarding the road. This report would be way too long to put all conversation to paper but with the help of Dave Heitzenrater our Fleet Captain and Mike Lynch our GM, I feel confident we will get resolution regarding Ravine Dr. EYC hosted the conclusion of the 2009 Lake Erie Challenge as usual our Club "wowed" all the participants. Kudos to all of our staff. And, this group has asked for our participation for 2010. The PC dinner that took place on the 15<sup>th</sup> was wonderful: great food, great conversation, and great service, Thanks to all

**Committee Reports:**

Basin Committee: GM Mike Lynch stated that he had a quote from Mercko Marine for the new docks for G and H-docks and he is happy to report that there is no price increase.

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

	<i>As of 8/17/2009</i>	<i>As of 9/21/2009</i>	<i>2009 Budget</i>	<i>Caps</i>
Regular	681	686	705	768
Associate	227	230	197	240
Special	53	53	58	
Senior	89	89	86	
Junior. Family	132	132	134	
Junior	<u>32</u>	<u>32</u>	<u>25</u>	
Total	1214	1222	1205	1240
<b><i>Not in CAP</i></b>				
Non-Resident	22	22	25	
Honorary Associate	36	36		
Honorary Regular	5	5		
Grand Total	1277	1285	1230	

On a motion by Greg Gorny with a second by F/C Heitzenrater, the Board unanimously elected the following members, en bloc, to membership: Regular: Daniel Francoeur, Bjorn Gabriellson and Mario Napolitano; Associate: Brian Dougherty, Andrew Gausman, Mary Ann Levine, James Passmore and Brian Scott.

EYC Foundation Minutes: The August 11, 2009 EYC Foundation Minutes were included with the September packet. In summary, they reported that Foundation Chair, Jim McBrier, stated that he and John Bloomstine, who is assisting him in his solicitations, had met with two potential benefactors

who may be willing to start the Endowment. He said that he envisions a permanent endowment that he suggested be called the Yachtsman's Fund. He hopes to be able to send a solicitation twice a year. Holly Wolford stated she is working on setting up our bank accounts "on line." Dennis Markley stated that he is working on fundraising for the Reyburn Sailing School scholarships for Perseus House students and has several commitments. Jim stated that he has spoken to EYC member Gary Fritts about donating some time to do the layout for a brochure as a donation. Jim suggested revising the brochure each year to list our results and to whom we made grants. He showed a sample brochure that he had designed. We will incur a cost for printing and he suggested that we should ask the EYC Board for a donation to assist with start up costs. He will submit a letter to the Board with this request. Julie Arthurs and Karen Imig will put up a bulletin board showcasing the Reyburn Sailing school recipients and asking for donations. Holly will send letterhead and get business cards with Foundation contact info. She is still working on the website but needs content (pictures, etc.). Besides the website and a brochure, we can market the Foundation through the EYC General Manager's weekly emails, the next Club mailer and the LOG. Instead of holding an event, Jim will ask the Board for a slot on the annual Meeting agenda to announce the new Foundation. That will serve as a kickoff since we have no funds to pay for a party. The next meeting date was set for September 8, 2009 at 7:30 PM. The meeting adjourned by unanimous consent at 8:30 p.m.

### **Unfinished Business:**

Energy Project Status: The Commodore stated that there is no new update on this project as we continue to search for a geologist or engineer who can help us determine the long term capacity of our gas well.

### **New Business:**

New POS/Back Office Software: GM Mike Lynch presented a quote for new Point of Sale (POS) and Back Office software from Jonas Systems for \$41,552 including the software, data migration, installation, training and taxes. He also included a hardware quote from Office Machines Sales and Service for \$10,583.04, which included three computers, three 17" monitors, one 15" touch screen, a server and Microsoft user licenses for a total upgrade price of \$52,125.04. On a motion by Doug Boldt, seconded F/C Urbaniak, the Board unanimously approved the upgrade a not to exceed price of \$53,000 with the caveat that Mike Lynch, Doug Boldt and Dave Sanner would shop for better hardware pricing. The Jonas System is specifically designed for the private Club market and will improve member access by providing on-line access to member's monthly purchases and can also reduce printing and mailing costs as members opt for the e-billing feature.

Clarification of Members' Children's Privileges: F/C Heitzenrater presented some of the contradictory Rules and Articles from our **Constitution, By-Laws** and **Grounds Rules**, namely *Article II #6.*, *Article IV #8*, and *Grounds Rule #12*. He asked all present to begin to think about how these may be "cleaned up" and simplified, so they are clear and protect the Club's best interests. He suggested that the Board can discuss this in future meetings to try to come up with some alternative language.

Club Security: F/C Heitzenrater stated that he is concerned that we do not have enough Club security, especially nighttime security. The employee we do have is rather young and is not familiar with the Club. F/C Heitzenrater suggested that we should hire a security service and ask for a uniformed, more mature employee. He asked all Board members to support this line item in the upcoming budget. It had been cut the last few years as a cost savings measure.

EYC Special Organization License Plate: Doug Boldt presented a proposal for the Club to participate in the Special Organization license plate program. The start-up costs are under \$800. We would need a license plate design, which he envisioned as our logo with the burgee in the center. The Club would sell the plates in the gift shop for approximately \$5-10 over the PennDOT charge. Doug had spoken to

TREC which is participating in the program, who seemed pleased with the results. The Board agreed that Doug should continue to pursue this by filling the appropriate application.

Junior Sailing Chair: The Commodore presented a letter from Ike Robertson resigning as chair of the Junior Sailing committee due to a job-related move to Columbus, OH. F/C Heitzenrater stated that the Junior Sailing Committee had been aware of the pending move and had conducted a search for a replacement. All recommended Brian Lasher who had agreed to step in. On a motion by F/C Heitzenrater with a second by P/C Arthurs, the Board unanimously appointed Brian Lasher as interim Junior Sailing chair for the remainder of this year. He will be appointed as next year's chair at the December meeting when the new Commodore and Board approve the 2010 chairs and committees.

Solo Challenge Update/Request: Approved-See Secretary's correspondence.

Constitution and By-Laws Changes for Annual Meeting: F/C Urbaniak stated that the Bridge officers have a proposal to reorganize the officers' responsibilities in the Constitution and By-Laws so that the House management becomes the responsibility of the Vice Commodore during the third year on the Bridge. The Rear Commodore would take over the oversight of the docks. The rationale is that the House is the most specialized area of the Club. The Fleet Captain and the Rear Commodore both serve on the House committee and the officers feel that having two years of experience on the committee before assuming overall responsibility will be beneficial. On a motion by Doug Boldt with a second by P/C Dave Arthurs, the Board unanimously approved this change to be presented to the membership for vote at the Annual Meeting. P/C Arthurs and Rear Commodore Urbaniak will forward proposed changes and rationale to the Secretary-Treasurer to prepare to mail with the notice of the Annual Meeting.

Adjournment: R/C Urbaniak made a motion that we adjourn the meeting; after Doug Boldt provided a second, it carried unanimously. The time was 8:42 PM.

Respectfully submitted,

Karen L. Imig  
Secretary/Treasurer