

**Regular Meeting of the Board of Directors of the Erie Yacht Club
August 19, 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, John Orlando, Conrad Stachelek and Dave Sanner

Directors Absent: P/C Dave Arthurs

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 amended Agenda and V/C Tom Trost seconded it; it carried unanimously.

Acceptance of Minutes of the July 20, 2009 Board Meeting and Committee Reports: R/C Urbaniak made a motion to accept the minutes from the last Board meeting; second by Doug Boldt. It carried unanimously.

Acceptance of the Minutes of the July 20, 2009 Executive Session of the Board: R/C Urbaniak made a motion to accept the minutes from the last Board meeting; second by Greg Gorny. 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 Dave Sanner, were unanimously removed from the probationary list: Jane Bonsell, Daniel J. Brabender, James DeLullo, Taylor Hoover, Mark Izzo, Carol Johnson, Gerald Kerner, Craig Lawergren, Nicholas Luban, Robert Macyko, Cynthia Martone, Michael McLaughlin, Robert Rees, Mary E. Schultz, Richard Szychowski, Mark Tarasovich, Thomas Tredway, Kathy Trombacco, Frederick Weiser, Jack Yackish and Daniel Zimmer. On a motion by R/C Urbaniak with a second by F/C Heitzenrater, the Board unanimously removed the following members from their 60 and 90-day extended probationary periods: 60-day-John Hromyak, Patricia Rich, Craig Schwegman, Richard Merwin and Laura Ott; 90-day-John Zack, Thomas Briselden and David Femovich. On a motion by Doug Boldt with a second by Matt Niemic, the Board unanimously transferred Sarah Warren from Junior to Regular member. On a motion by R/C Urbaniak with a second by Dave Sanner, the Board unanimously reinstated Frank Jarecki who had been suspended. On a motion by R/C Urbaniak, seconded by Greg Gorny, the Board unanimously accepted the resignation of Regular member Tim Schaefer in good standing. On a motion by R/C Urbaniak with a second by Doug Boldt, the Board unanimously accepted the resignation, not in good standing, of Senior member Reggie Baker, who had owed dues and had been suspended. The Secretary's Report also noted that we had received the following correspondence:

1. Letter from EYC Foundation Chair, Jim McBrier, requesting \$2,000 annual support from the EYC to help the Foundation market itself to be able to better raise funds to return to the Club and community.

On a motion by V/C Trost with a second by F/C Heitzenrater, the Board unanimously approved a one-time contribution of \$2,000 to the EYC Foundation to assist in start-up costs. The Board also requested that the minutes of the Foundation meetings be included in the EYC Board packet.

Treasurer's Report: The Secretary-Treasurer reported the following:

Bonnie called 52 members on August 11-12, 2009 to remind them that they had not paid their June charges and would be posted on August 16 if not paid by then. The following members were posted on August 16, 2009: Michelle Arresco, Gary Brotherson, Mark Campbell, Thomas J. Domino, Thomas J. Finley, Joann Havrilla, Joseph Kloecker, Christian Kramer, Michael Mashyna, John Minns, Mark Patrizia, Franklin Cole Sterns, Russell Thompson. Total indebtedness to the Club on August 16, 2009 for June charges was \$2,527.55.

The following members were posted on August 1, 2009 for non-payment of their second-half Erie Yacht Club 2009 dues and/or assessment fee. If the arrearages are not paid in full by September 1, 2009 they will be suspended: Reggie Baker, Alan M. Baumann, Daniel K. Claxton, Julie Elmer, Albert L. Lamp, Emily Hutchinson, Mark J. McEnery, Joshua K. McGrane, John D. Miller and Patrick Sechrist. Total indebtedness to the Erie Yacht Club on August 1, 2009 for dues and assessments was \$3,430.48.

Of these members, Mark Campbell, Mark McEnery, John Minns and Ronald Paternini were sent courtesy warning letters stating since they have been posted three times in twelve months, if they are posted three times in a row or four times in a twelve-month period, they could lose their charging privileges.

The following members were suspended on August 1, 2009 for non-payment of their May charges. If the arrearages are not paid in full by September 1, 2009 they may be expelled: Mark Campbell, Todd Hammer and Frank E. Jarecki. Total indebtedness to the Erie Yacht Club on August 1, 2009 for May charges was \$337.62.

Member Dan Edgar who had been given a payment plan for his 2009 dues has only made one payment in April. On a motion by Dave Sanner with a second by Doug Boldt, the Board unanimously voted to expel him for non-payment of his 2009 dues and assessment.

Cash on Hand as of August 11, 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	148,156.50	228,821.65
Funds in M-L Capital		
a) Capital reserve	100,000.00	100,000.00
b) Funds available	37,993.03	45,358.58
Basin Reserve Fund (PNC)	126,728.43	135,732.98
Petty Cash	2,000.00	2,000.00
Pull Tab Bank	3,000.00	3,000.00
Total Cash on Hand	\$467,877.96	\$564,913.21

Monthly Pull Tab Machine Revenue:

July 2009 Profit: \$ 1,174

Y-T-D Revenue for Fiscal 09: \$ 4,835

Grand Total Profit: \$90,267

The balance sheet and income statements for July along with Mike Lynch's monthly financial critique including Mark Eller's worksheets were included in the packet. 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 \$53,905, which was \$14,370 less than our budget of \$68,275. Year-to-date the Club is showing a profit of \$14,652, which is \$3,937 short of our goal. He stated that he is pleased with our financial performance being close to our profit goal despite having \$84,807 loss in dues revenue. The managers have trimmed \$80,000 in expenses year to date to contribute to our profit goals.

General Manager's Report: GM Mike Lynch's report, which is filed with the monthly Board packet, reported the following: 1) He included a copy of a proposed "Whistleblower Policy" suggested by the auditors at the close of the 2008 audit. Brad Enterline has reviewed it and suggested that an HR attorney in his firm review it. Once approved by the attorneys, it will be added to the Employee Handbook. 2) He included a proposal for a new Point of Sale and back office system from Jonas Systems and the associated hardware from Office Machines Sales and Service, totaling \$52,135.04. It will improve member access to view monthly purchases on line and will reduce mailing expenses by implementing e-billing. 3) Our electrician consulted with CJL Engineering about the ground voltage and identified three items to address: a. Clean the ground connection at the water line main service; b. locate existing ground rods or install two new ground rods to the existing service-whichever is needed; c. check every panel and sub-panel to see if all grounds and neutrals are separated as they should be.

At the meeting he noted that National Fuel is replacing their line from their service access point to our building at their cost. He also stated that we will be refunding \$2,200 to the Interclub Cruise because they had an incorrect ticket count for dinner.

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. Reyburn School:** The Reyburn School held its annual awards banquet on Tuesday August 11 in the EYC dining room. The event was well attended with approximately the 135 students, parents and school staff. Awards, both serious and not, were presented to the excited young mariners by program director Peter Lund Jr. and Commodore David Amatangelo. 2009 was a great year for the program and continued improvements to the equipment and curriculum are planned for 2010.
- 2. EYC Foundation - Liaison to the Board:** The trustees of the EYC Foundation continue with their mission under the direction of Chair, James McBrier. The mission, *exclusively for charitable and educational purposes, including, without limitation, the establishment, promotion and operation of activities which further the understanding and knowledge of sailing, boating and the use of watercraft of all types.* Plans continue for the promotion of the foundation to attract more donors and for important future projects which will be very valuable to the EYC membership and its future.
- 3. Ravine Drive:** The deterioration of Ravine Drive continues before our eyes. As you know, neither the City nor the Port Authority will currently make repairs to the road. The argument continues between them as to as to who owns and is responsible for the maintenance of this public road. We met with the City officials on June 25th and will meet with the Port Authority on August 14th to express our opinion and relate their lack of concern for public safety and the protection of our vehicles and equipment. Please be aware that the Commodore, Atty. Bill Brown, the General Manager and F/C Heitzenrater will continue the campaign for immediate action and a long term solution to this ongoing problem and

dangerous road situation. We will keep you informed of any progress made or delays presented by the municipal officials. We are aware of the anger of the membership and will relay this sentiment to those responsible for the road. 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.

4. Snipe North American Championship Regatta: The EYC is again proud to host the North American Championship beginning as he wrote his report. Over 50 boats are currently registered and more are expected. Holding this regatta keeps the EYC in the national arena of capable yacht clubs and illustrates the ability of our members and staff to host a first class event. It also gives the EYC national exposure which increases the notoriety and furthers the long time success and distinction of the Erie Yacht Club.

5. EYC Racing Fleet - Liaison to the Board: The 2009 fleet is now 59 boats and half way through the local race schedule. Many of the racers are participating in out of town regattas representing themselves as well as the EYC. The EYCRF is a co-sponsor of the both the Trans-Erie Race and the Lake Erie Solo Challenge which end in Erie and the EYC on or about August 31th. In addition to the Snipe Regatta, the EYC again is hosting its 25th Annual Charity Regatta on August 30th with the proceeds going to the American Red Cross.

The fleet recently held the Mayor's Cup and Governor's cup which were combined to have the first ever Flagship Niagara Cup. The day was a great success and was culminated by the appearance of both Captain Wes Heersen and Senior Captain Walter Rybka and the entire crew of the Niagara which moored at the EYC lighthouse barge for the awards ceremony. The ship was able to moor so that free tours of the ship were available to all EYC members and guests in attendance. The event was enhanced in that it was held in conjunction with the EYC's Sunday night Light House happy hour and cookout

Grounds Committee The committee is comprised of members Scott Heitzenrater, Doug Boldt, Matt Niemic, William Vogel, John Orlando and F/C Dave Heitzenrater, chair.

1. Picnic Shelter: The improvement of the picnic shelter and area continues. Bill Vogel's crew trimmed the willow tree, cleaned up the area and made repairs to the roof and fascia. The Grounds Committee members replaced the fencing and trim. We are awaiting the repairing of the entire shelter to match our Lighthouse Pavilion when the weather permits. New picnic tables have also been ordered.

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

1. Marina Guard: Bill has obtained a Marina Guard device which enables our staff to check the electrical power connections to our boats from the power pedestal to determine if there is any dangerous current leakage. Our crew will make periodic checks of the docks and if such a fault is found on your electrical power connection, you will be notified and your power cord disconnected until the fault has been properly repaired. This is obviously a safety issue and is to be considered as serious.

2. Abandoned items: **Warning!** There are a number of unidentified dinghies, dock boxes, cradles and trailers on the club grounds. Please see Dock Master Bill Vogel as soon as possible to identify your possession before your abandon item is discarded or eliminated.

3. Wireless system: IT committee chair and EYC Board member Douglas Boldt has been working hard to repair and improve the basin and clubhouse wireless system after a recent failure due to a lightning strike. Despite having no budget, he has managed to install several new antennas and additional power equipment to increase the antenna array to seven for a much stronger overlapping signal throughout our basin. Our thanks and appreciation is given to Mr. Boldt and his committee for improving this Club amenity.

At the meeting, F/C Heitzenrater added that they had met with the Port Authority Board who agreed to look into what must be done to bring the road up to code based on Jon Tushak's engineering report. The

City of Erie has supplied materials to build a retention basin at the top of the hill with EYC employees providing the labor.

Rear Commodore: R/C Urbaniak submitted his written report and it is filed with the original Board packet. In it, he reported that a great month of July helped mark our summer season. Although the weather wasn't as optimal as we would like, nevertheless, many EYC members and their guests took advantage of the great activities and specials here at the Club. The 4th of July bash was again, a big hit, and well attended by members and their families, as the Raven Band entertained the crowds. The Family Picnic was also held in a back to back week-end. Thursday Happy Hours, Sunday Lighthouse Happy Hour, and the Club's Dock Parties rounded out a very busy and successful month. Other events of note were the Frolic on the Bay, which was a great success, and Dover Weekend which was well attended by our great guests from across the Lake, and many EYC members as well. Many thanks go out to Mike, Lauren, Elizabeth, Angelo, and their staff for making everyone's trip to the Club in July a great experience.

A 2009 business report for Food and Beverage, characterized the Eastern and Mid-Atlantic areas as 'soft' so far this year in sales, which included the month of July. The EYC was pretty much in line with the rest of this geographical area as we saw our liquor sales miss budget projections by \$7,000; and food sales miss our budget projections by around \$2,000. Total sales were down slightly from last year, which is an improvement on the food and beverage economy from this area which saw double digit losses from the same period, last year. Happy Hour sales are down slightly and Sunday Lighthouse Happy Hours are off the pace too. Staff reports that many members are enjoying the Lighthouse Happy Hours from their own boats, while drinking their own beverages, rather than buying drinks at the bar on the Lighthouse deck.

Food costs continue to be a reason to be very optimistic about future profitability as Angelo, and his staff have driven food costs down another \$4000 to come in at 36.7% (compared to 44.8% from last year). To date, they have saved the Club nearly \$60,000. Food costs are now significantly below national averages for clubs and restaurants which is a remarkable about-face from last year when food costs were significantly above average.

The House Committee has begun work on providing a mechanism with verification capacities for when members wish to register dissatisfaction while visiting the Club, and its various areas. The thought behind this project is that as our Club approaches full capacity (we are nearly up to our cap with the Associate Membership Program) we will need to take optimal care of existing members as no new members (save perhaps a few Regular members) will be joining the Club any time soon. One of the intentions of this project will be to familiarize the appropriate Bridge Officers with their specific areas, particularly when there are instances of dissatisfaction in those respective areas. The end result will be that complainants will quickly hear back about their issues.

Another exciting new project taken on by the House Committee will be the launching of a new sub-committee aptly named "Young EYC Clubbers". This committee which will be co-chaired by Junior Family member Brianne Loucy and Junior member Lauren Blazek will explore ways to get our younger members involved in EYC Club activities, getting them to bring their friends and family to the Club, and to attract new young members to the Club. They intend to poll the majority of our younger members to find information on preferences in food, music and activities, and to organize that group in such a way to add 'pop and sizzle' to being a young EYC member. Some ideas include an early Halloween Party and a ski trip to Holiday Valley.

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 a dock meeting on August 4, 2009. All docks are full

with the exception of one 50' and one 18' dock next to the Reyburn Sailing School on A-dock. Discussion was held on changing our Guest Dock policy from first night to second night free.

He was approached by a Membership Committee member regarding two new Associates who were interested in transferring to Regular if slips were available for their boats. He also spoke to another Regular member who expressed interest in bringing his 24' boat to the EYC from another marina this year if a dock were available.

He was drafted to assist with the Snipe North American Championship this past weekend. They spent three beautiful summer days on the Bay and were able to get in five consecutive races constituting a Regatta. Congratulations to P/C Bill Lasher, the Principal Race officer and EYC representative for this event to make it the success that it was. V/C Trost had many participants convey their gratitude to the EYC.

Commodore's Report: Commodore Amatangelo submitted his report and it is filed with the monthly Board packet. In it, he stated that we are awaiting further information on several of our initiatives. 1) Dover Days weekend was very successful with over 30 boats in from our Canadian friends. 2) We have some preliminary data in regarding the gas usages which we need to evaluate. We have the name of a petroleum engineer who can help us determine how much gas we may have so we can calculate the number of years the well may serve us. 3) Hopefully at the time of the Board meeting we will have some positive news from our meeting at the Port Authority regarding Ravine Dr. This meeting will have taken place on Friday August 14. We had some damage control that we had to take care of prior to that meeting due to the frustration of some of our members regarding the condition of the road.

Committee Reports:

Basin Committee: GM Mike Lynch reported that he had met with the Basin Committee and P/C John Murosky. Plans are to replace G/H docks next. G/H slip holders will have to start vacating the docks by September 30. Demolition will begin October 1. We will lose 5 slips because in the original design the 50' docks are only 16' wide; however, some larger boats, such as a 48' Searay has a 14'8" beam. Therefore, we are revising the slips size to 17'. The Junior Sailing docks will be postponed until we can decide what the best option is. We will also wait to see what the new EYC Foundation will do for the sailing school.

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

	<i>As of 7/20/2009</i>	<i>As of 8/17/2009</i>	<i>2009 Budget</i>	<i>Caps</i>
Regular	682	681	705	768
Associate	225	227	197	240
Special	55	53	58	
Senior	91	89	86	
Junior. Family	132	132	134	
Junior	<u>30</u>	<u>32</u>	<u>25</u>	
Total	1215	1214	1205	1240
Non-Resident	21	22	25	
Honorary Associate	36	36		
Honorary Regular	4	5		
Grand Total	1276	1277	1230	

On a motion by R/C Urbaniak with a second by Doug Boldt, the Board unanimously elected the following members, en bloc, to membership: Regular: Allen Thayer and Lawrence Serafin; Associate: George

Wendel and Jack Stanley; *Junior Family*: Aaron Nelson ; *Junior*: Elizabeth McCormick. The membership report also listed the deaths of Helen Fuhrman (Sp) and James D. Vincent (R).

Unfinished Business:

Posting List: After careful discussion and review of the Constitution and By-Laws by the Constitution and by-Laws committee, V/C Tom Trost made a motion, seconded by Greg Gorny to discontinue the posting list and courtesy reminder calls and implement a \$25 late fee for anyone whose bill is not paid within the 15-day grace period. The motion carried unanimously. This change is a revision to CLUBHOUSE RULES: #16. The revised Rule will read, in part, as follows, “**As a matter of policy, Members will not be billed a \$25.00 service fee if they pay their charges within the fifteen-day grace period following the due date.** Any Member **billed as delinquent** for three (3) consecutive months, or four (4) times within a twelve-month period, from the day of the **first delinquency** may be denied charging privileges by the Board of Directors providing the Member has been notified of his or her status.” Posting is not required but rather the By-Laws, SECTION I, Membership Dues states that members *may be posted as delinquent at the option of the Board* so it is not mandatory. The “Clubhouse Rules” outlines the *policy* of posting after a 15-day grace period. The Board is authorized to make changes to policy. Under the *Constitution* the Board has broad powers to manage the Club under which this change would fall. Your Club staff spends a good deal of time compiling and making reminder calls to members who have not paid on time and may be posted. There are some members who continually stretch the payment of their bills to just under two months because they are not financially impacted until that time, when they face a \$50 fee and suspension. Additionally, there are members who usually pay responsibly but because of illness, travel or lost mail, may be posted and subjected to public humiliation. The purpose of this new policy is to eliminate this embarrassment for those members and to positively impact the Club’s cash flow by encouraging on time payments or at least payments within the 15-day grace period. A second bill is always sent out with the aged balance as a reminder of the amount past due.

Energy Project Status: The Commodore noted that we want to try to determine how much gas we may have in the well so we can calculate the number of years the well may serve us and thereby determine if the gas generators will make financial sense.

New Business:

EYC Salad Cooler: The Secretary reported the results of an email vote taken on August 5 to purchase a salad cooler from Kayton Restaurant Supply for a not to exceed price of \$6,500. The motion was made via email by Dave Sanner, seconded by V/C Tom Trost and passed by majority vote. The existing salad cooler stopped working and repairs were cost prohibitive; therefore, financial critique an email vote was taken to expedite the replacement.

Swimming Policy: All expressed concern about swimming from the platform on the north wall because of the wakes which rock the platform violently and because anyone who might get washed up against the north wall could be injured from rocks and rebar. As a result the Board instructed Mike to post a sign prohibiting swimming from the platform on the North wall. They also asked him to use the weekly emails to remind members that all children under 12 must wear PFDs while on any EYC dock.

Adjournment: Doug Boldt made a motion that we adjourn the meeting; after R/C Urbaniak provided a second, it carried unanimously. The time was 8:13 PM.

Respectfully submitted,

Karen L. Imig
Secretary/Treasurer