



MINUTES OF THE BOARD OF DIRECTORS OF THE
MENTOR HARBOR YACHTING CLUB
AUGUST 2021

The meeting was called to order August 12th, 2021 at 18:30 hours by Commodore Allyn

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| Commodore: | Duke Allyn |
| Vice Commodore: | Mike Pettrey (NP) |
| Rear Commodore/ Treasurer: | Ken Balogh (NP) |
| Past Commodores: | Chris Burton, Jim Gallagher |
| Directors: | Gretchen Kubicek, Jon Duer, Marty Weber, Dave Scarnati |
| General Manager: | Jamie Cordova |
| Secretary: | Brian Keck |

Motion to waive reading and approve prior meeting minutes by Scarnati / 2nd Duer - Motion carried.

General Manager Report - Jamie Cordova

- Updated on the status of club staffing. There are open positions for the gas dock, food & beverage, and lifeguard. Response to job postings has been low. There will be times when the pool is open with no lifeguard on duty and Jamie will notify membership.
- Food and Beverage YTD gross margin at 46.5% compared with budget of 51%.
- Feedback from membership has been received about lack of variety on menu. Board members commented that this is not a new issue, and it should be addressed.
- GM reported that complaints have also been received on allowing guests to participate in 'Queen of Hearts'. Board discussed and decided to leave as is to promote club utilization going into slower season. Board discussion continued on 'Queen of Hearts' menu price too high, or that menu should be adjusted to be more accessible. Board members also commented that we should not turn members away even when busy. There was discussion about potential to spread out events like 'Queen of Hearts' and 'Harbor Nights' to increase member entertainment through the week.
- August events include a wedding, kids last blast, sip & paint and dock challenge.
- Aged receivables listing provided and reviewed. Work continues to collect past due balances by Jamie & Charlie
- Hospitality marketing plan for businesses, or businesspeople, to host events at MHYC. Member credit of \$50 proposed

Treasury Report - Jamie Cordova

- Clubhouse labor down due to open staffing. YTD income of \$35K versus loss in prior year of \$45K.
- Restaurant sales are ahead of prior year by \$60K. Labor ahead of prior year by \$8K. YTD \$9K profit versus loss in prior year of \$120K.
- Harbor sales are favorable to budget and prior year on fuel and guest dockage. Harbor gross profit of \$62K YTD
- Pool repair and maintenance up \$7K over prior year.
- Channel fees up \$20K over prior year.

Membership Report - Jon Duer

- Reviewed membership statistics. Full member equivalents are at 161. Total membership at 241.

- Membership Changes

- o Full
 - Darlene Brown
- o Social
 - Kevin Kaifesh
 - Joe Seifert
- o Membership Changes
 - Scott Richardson (resignation)

Motion to approve membership changes by Burton / 2nd by Weber. Motion carried.

- o Lisa Sackett (Social)
- o Greg Sommers (Social)
- o John Gelsimino (Yachtsman to Full)

Electronic motions submitted by Duer. Motions carried.

- Jon asked if there is expectation of seasonal membership loss. Jon not expecting currently.
- Membership proposed increase in initiation for 2022. Board discussed that other clubs are full and waitlisted.

Motion to increase initiation fee by \$1000 for each membership level in 2022 by Allyn / 2nd by Burton. Motion carried

- Question on application of initiation fees for members increasing membership level. The difference between initiation fee paid by member for current membership level a current initiation fee for new membership level becomes due upon change in membership. Commodore Allyn suggested a two-week grace period allowing yachtsman to pay lower 2021 full member initiation fee.
- Question on process to review bylaws. PC Burton leading the effort and there is still work to do in preparation for board review. Expects to have ready soon.
- Summer fun member 'end of summer reception' on August 27th from 6-8.

House Report - Marty Weber

- House committee met on July 14th, 2021
- Updated on Covid-19 status. No issues reported. With Covid cases increasing hand sanitization stations will be returned.
- Membership feedback trends centered around menu variety and prices. Board questioned usage of plastic silverware and suggested to GM move back to real silverware.
- Event revenue coming later in the year and currently planned events would result in \$10K shortfall for full year. Jamie and Katie working on other events that could meet, or exceed, budget. Board discussion that member service should be maintained during events.
- Reported on completed work: exterior tiles on patio steps reset, roof tiles replaced and leaks fixed, landscaping irrigation fixed thanks to PC Logsdon, East Beach tree removal, transient dockage welcome packet
- Reported on work in progress: AED for East Beach, lighting in lounge/dining room, urinal partition for men's restroom, new beer and wine glasses, D&E dock dead trees, new wine cabinets, flagpole sleeve, flagpole capstan and cleats, duct work wrap on roof, grade and grass seed East Beach, pump/pool room drain issues, tennis pavilion staining, old snack bar planning for renovation, pool furniture, dining room chairs

Harbor Report – Dave Scarnati

- Harbor Committee met on August 5th, 2021
- Presented immediate needs to fill hole in A dock wall with stone and replace harbor navigation lights as a safety issue. Board discussed need for harbor navigation lights and questioned to verify that 50% of \$12K cost will be reimbursed by City of Mentor. Board also discussed breakout of Benz quote and decided that only amount for A dock stone would be prioritized at this time.

Motion to approve harbor navigation light expenditure of \$12K with \$6K to be reimbursed by City of Mentor and to approve \$9K expenditure to fix A dock with stone placement by Scarnati / 2nd by Burton. Motion carried.

- Harbor highlighted that regular repair and maintenance spending is necessary. Board discussion generally agreed that maintenance spending is needed, however, projects need to be clearly defined and presented for votes to approve funding.

IT Committee Report - Gretchen Kubicek

- Discussed need for small expenditures for virus protection and network drive.
- Entering conversations with former IT vendor to resolve outstanding invoices and transition information to end relationship.
- Positive feedback on East Beach connectivity

Entertainment – Jamie Cordova

- After budget review it was confirmed that entertainment funding would be limited for remainder of the year unless board votes to increase funding. GM proposed increasing entertainment with funds collected from wrist band sales on 3rd of July.

Motion to approve \$6K increase in entertainment funding by Allyn / 2nd by Burton. Motion carried.

Junior Activities – Commodore Allyn

- Early registration for 2022 camp coming soon
- Remote control boat sailing coming soon

Rear Commodore's Report - Ken Balogh

- No report

Vice Commodore's Report – Mike Pettrey

- No report

Commodore's Report - Duke Allyn

- Commodore Allyn requested update from PC Gallagher on conservancy organization plans for adjacent properties. PC Gallagher updated on interest by a larger conservation organization to partner with waterfront landowners in the area to install erosion control that would protect natural beach conditions. MHYC intention to keep land private has been communicated. Representative from the conservation organization conveyed possible interest in assisting with our channel replacement. Additional meetings with involved parties needed.
- PC Burton led comments thanking Jon Duer for his efforts which have increased membership

Motion to adjourn by Allyn / 2nd Burton - Motion carried

Meeting Adjourned 20:09.

Respectfully Submitted,
Brian Keck
Secretary