

MINUTES OF THE BOARD OF DIRECTORS OF THE  
MENTOR HARBOR YACHTING CLUB  
February Minutes

Meeting called to order 18:32

Commodore: Burton

Vice Commodore: Allyn

Rear Commodore: Pettrey

Past Commodore: Price, Mclaughlin

Directors: Kubicek, Duer, Balough, Weber

General Manager: Cordova

Special Guest Pat Black. Discussion of Membership growth. How to keep young members at MHYC after high school and crow's nest. Ideas for a student membership class. Duer to take to Membership committee to discuss options.

1 Over the age of 18

2 Must be full time student or full time military.

3 No dues or assessments or discounted during the time they are in college and 1 year after

4 Full club privileges but no dock ownership

Motion to waive last month's minutes Burton 2<sup>nd</sup> PC Price

General Manager Report: Cordova

1. Staff and training update.
  - a. Five new servers hired expected to be more of a veteran server.
  - b. March and April expected to hire on two more servers.
2. Service Manager
  - a. Ruth to be promoted to new service manager position.
  - b. 1% commission from sales
  - c. Using money from our training to pay her increase.
  - d. Rob and Ruth to have crossover authority with kitchen and bar staffing
  - e. Ruth to handle all staff and management inside the house and out onto the pool and patio deck
  - f. Harbormaster Mike to handle employees and ground outside the pool deck including the gas dock staff.
3. Wifi and phone upgrades
  - a. Fibre service for new phone is being installed

- b. We have switched over to spectrum for TV service this and the new internet should result in almost 6k savings to the club.
  - c. Internet speeds up to 400+ to be expected
  - d. Special thanks to Marty Weber for making this happen.
- 4. February Preliminary
  - a. On track for all labor costs, food, meals and rental
  - b. Start price shopping commonly used items like trash pickup, linens, kitchen items, fuel etc..
- 5. Accounts receivable
  - a. The flag and board should be notified when anyone becomes more than 2 months in the rears on dues and services.
  - b. Begin posting members on the board again that are behind once a final phone call has been made.

#### Treasures Report Duke Allyn

1. Operating sales are 21K higher than last year which has resulted in 12k more gross profit than last year. This gain has been offset by 14k less in shrink wrap sale, and we find ourselves with a flat total revenue compared to last year.
2. On the same revenue as last year with total expenses being 27k higher.
3. R&M expense is 8k higher than budget and 19k higher than last year
4. Payroll is \$7500 higher than last year partially caused by the crossover of the old to new membership director.
5. Membership recruitment, laundry and uniforms and equipment rental all are about 3k higher than they were last year
6. Spending money, we don't have we have taken an internal 30k LOC from the insurance fund to be paid back as the dock contracts start to come in.
7. We are currently on a spending freeze and all purchases must be approved by the GM.

#### Membership Report Jon Duer

1. Open House and Mixer
  - a. Great attendance by both new and existing members
  - b. 8 Signed contracts that day and 12 more the following week
  - c. 11 new members are for sure and have been approved.
2. New member on boarding
  - a. New member ambassador program
  - b. New member handbook in the works to be ready for our new member orientation in march.
3. Website hosting
  - a. Looking to update our current site to be more user friendly.
  - b. Remove old stuff photos and replace with family friendly/ millennials having fun
  - c. Gretchen to look into hosting problems with spam when you log onto website.
4. Resignation for Bill Risher Motion from Balough and second by Burton
5. New Member vote for
  - a. Michael Indre, Lena Valencic, Antonio Dejesus, Michael Burkhamer, Robert page and Janis Thiedeman, Richelle Lincloln, Matt Bangarter. Motion by Balough Second Pettrey approved.
6. Yachtsman Membership
  - a. 2 year cap

- b. \$290/month
- c. \$60 cap fund
- d. All the same dockage and rates apply for them as full member
- e. \$1000 initiation

#### Harbor Report Ken Balough

1. Wall at A dock PC Stephenson said the repair that was done by Huffman appears to be holding well as they have added stone to the front and backside of the wall and replaced some sheeting that was bad. We may need more stone this summer to firm things up but is OK for now
2. High water Prep Buescher will be liaison between harbor and house. Aqua dam has been purchased and will be installed soon, A second one has been purchased and will go from the grass to the east to protect the pool equip room and bathhouse.
3. Channel baffle repairs PC Stephenson awaiting answers from corps on repurposing stone and estimates from Huffman to repair one baffle as per our budget.
4. F Dock wall, Huffman to quote when they are there dredging, wall needs repair and extension to make it longer for better protection of the dock.
5. East beach electric junction boxes need to be replaced may need a diver to asses' location of cable and condition. We will shut off all power until further notice as to avoid any stray current or electrical problems.
6. Army Corp has narrowed down the options for the harbor study to 3 options, one of which is the recommended one by MHYC City of mentor and lake county port authority
7. Dredging, KS has been contracted to do the pre and post dredge drawings we are anticipating 65k for the MHYC share of the dredging. We should know better by April 1.
8. Jet docks If a member wants to buy their own as we are almost full, they can do so and it will be amortized at \$275/yr while they recover their investment and the end of the full investment the dock would become property of MHYC. A motion was made by Weber and seconded by Allyn
9. About 50% of the dock contracts have been returned working on getting this wrapped up asap
10. Let the harbor master know he need to make sure all jet docks are in proper and safe order.

#### House Report Mart Weber

1. Subcommittee on basement
  - a. Wait on water to recede until any major improvements
  - b. Membership and Jr Activities will take the lead on the vision for the space.
  - c. House to begin cleaning out everything including all old just prior to the high water.
  - d. Harbor master to order a dumpster to haul away old trash.
2. Member satisfaction log
  - a. Not many complaints other than some service issues at the Valentines day dinner.
  - b. Front of house to have an experienced team of servers by early April.
3. Kitchen restaurant and bar
  - a. New kitchen equipment is installed
  - b. Feb pub menu is up and going with march in the works.
4. Service staff
  - a. Jamie has hired 5 new service staff
  - b. Jamie training staff prior to being put on the floor, using EOS budget for training.
  - c. Summer staff postings at local schools
5. Events
  - a. Large amounts of events planned through the spring and into the summer.

- b. Request to install an outdoor pad for a server station. Will require a concrete pad to provide more efficient out door service.
6. Buildings and grounds
- a. Master repair list is being started with the safety and low cost issues first.
  - b. New phone and gate system install in progress
  - c. Aquadam is on order and will be installed by early march.
  - d. Adding sump pumps and cutting in a crock to pump out water from behind the dam.
  - e. Going to cap the parking lot drains as to keep water from backing up into the parking lot.
  - f. Ice machine leak fixed
  - g. Grease trap replaced and a cleaning plan is in place.
  - h. Light replaced in the stairs and hallways to be replaced as well as parking lot lights for safety.

Rear Commodore report Mike Pettrey

- 1. Thanks to all the Committee heads for putting together one of the best boards we have had in a long time.

Vice Commodore report Duke Allyn

Commodores report Chris Burton

- 1. Great job by all want to make sure all issues go directly to the GM no longer staff so that we keep the correct chain of command.

Adjourn 20:47