



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

Meeting called to order 18:30, January 30th, 2020

Commodore: Burton
Vice Commodore / Treasurer: Allyn
Rear Commodore: Pettrey
Past Commodores: Price, McLaughlin (NP)
Directors: Balogh (NP), Duer, Kubicek, Weber
General Manager: Cordova
Jr Director: N/A
Secretary: Scarnati

18:30 Meeting called to order

18:30 Motion to waive reading minutes – Allyn
2nd Weber

Pinehill Drive Parcel Subdivision – presented by Al Buescher

- 1) Letters of Adverse Possession were discussed to ensure the multiple encroachments to this western border parcel do not result in the trespassers legally taking Club land.
- 2) The letters would be considered necessary should the Club continue with an official subdivision with the town council.
- 3) The Board recommended further legal review of the Letters at a cost of \$500
 - a) Motion made by Burton
 - b) Second by Price
 - c) Motion carried
- 4) Unrelated to the subdivision, the Club has been paying taxes on 3.7 acres at the point across from B Dock, most of which is under water with no frontage. Buescher approached the city auditor and re-negotiated the annual tax bill down to \$38.00.

General Manager Report – Jamie Cordova

- 1) Monthly Snap Shots (new report tool) for all major committees were circulated and will continue (see January & February attached)
- 2) Issue of waiving dues for Surviving Spouse regarding Mrs. Hayes. Discussion ensued surrounding Club practice in this regard and if fee have been waived in the past. Answer unknown at the time.
 - a) Motion to waive dues for Mrs. Hayes by Pettrey
 - b) 2nd by Burton
 - c) Motion carried
- 3) Insurance Claim is finished waiting on check \$120K +/- (no update)



- 4) Member Survey – Good feedback from members. Service and training for House & Harbor would fix many members concerns.
- 5) A Service Manager for Restaurant and Gas Dock suggested. Item discussed. Board felt Ruth was already in that role. All in agreement the Gas Dock needs higher level of supervision and should help promote club features, membership, etc.
- 6) Staff Training – Recommendation made for two weeks training for summer help prior to season. No budget exists. Suggested a transfer of \$3500 to cover costs. Item tabled.
- 7) Banquet Calendar – 2 club events in February plus Carver Client Appreciation Dinner
- 8) December MTD
- a) Restaurant & Bar sales increased \$19k over last years but labor costs had a \$14k increase offsetting a large portion of the gain.

Treasurer Report – VC Duke Allyn

- 1) Individual journal sheet not required for future meetings.
- 2) Total sales only slightly higher than last year. Banquet sales were up \$14k with lunch sales also showing a rise compared to budget. Unfortunately, the modest gains were offset by a (\$14k) loss in winterization & shrink wrap sales which were not performed last season.
- 3) December Profit/(Loss) before depreciation & interest showed a (\$28.2k) loss vs (\$20.5k) loss budgeted for the month.
- 4) YTD Profit/(Loss) prior to depreciation & interest showed a (\$25.3k) loss vs (\$16.4k) budgeted loss and a \$9k profit in 2019.
- 5) Cash position as of 1/30/2020 was \$14,541
- 6) Reference January House Monthly Snapshot for Major House Improvement and Repair recommendations.

Membership Report – Jon Duer, Chair

- 1) Autumn Piller - New Membership Director started in mid-January, replacing Rebecca Owoc
- 2) FME 121
- 3) Membership Changes Nov 1, 2019 thru Jan 23, 2020 (voted unanimously via email)
 - a. New Members
 - i. Dennis Hart – Non-Resident
 - ii. Jack Haas, Sr. - Full Member sharing dock with son
 - iii. Jack Haas, Jr. - Full Member sharing dock with father
 - iv. Tom Ruff – Full Member with 2 Boats
 - v. Mitch Rudolph – Full Member with Boat
 - b. Changes
 - i. Jason Lallo – Social to Full with Boat
 - ii. Scott Hahl – Full to Social
 - iii. James Hawkins - Junior 18-26 to Junior 27-34



- c. Resigned
 - i. Donna Small – Social
 - ii. Tim Jackett - Social.
 - 1. Concern expressed on open balances for mast crane damage by Tartan Yachts. Also a recommendation to collect fees prior to access to Club grounds & yard by Tartan Yachts due to recent financial issues with the company.
- 4) Boat Show Incentive Package (voted unanimously via email)
 - a. New Boating Members
 - i. Discounted dock age 1/2 price for the first two years.
 - ii. Must be a full member and sign a 2 year agreement.
 - iii. Must pay the channel fees.
 - iv. Initiation \$1000 discounted from \$3500
 - v. All other full member rules apply
 - b. New Social Members
 - i. Initiation \$500
 - ii. Must sign 2 year agreement
 - iii. All other current rules apply
 - c. Summer Fun Pass
 - i. 6 months only
 - ii. May 1 to Oct 31
 - iii. \$0 initiation
 - d. Other Requirements
 - i. All potential members will be required to fill out the information form at the show in order to lock in the special pricing.
 - ii. Each "deal" must be closed by Feb 21st.
- 5) Dinner Club
 - a. Motion to extend Dinner Club for one year for \$1200/year and extend same offer to prior Dinner Club members by Duer
 - b. Second Pettrey
 - c. Motion carried
- 6) Open House Event – 2/1/2020
 - a. 260 open house cards given out at the show.
 - b. 100 cards sent to anyone with past interest in the club including local mayors and councilmen
 - c. Boat Show attendance down due to weather. 25 lead cards with 12-14 estimated as viable
- 7) Membership will be the Club's major focus for the year. The committee is working on several membership retention plans.



Harbor Report – Ken Balogh, Chair

- 1) 2020 Contracts sent out with partial dock billing in January. Review dock contracts make sure they are 2020 compliant.
- 2) Channel lights need replaced as current lights are not visible.
- 3) A Dock repair near complete but will need additional work in spring
- 4) H Dock repair initiated and will need piling extended
- 5) F Dock wall moving as well.
- 6) Gas Dock training a must this coming season as it should be considered our front door

House Report - Marty Weber, Chair

- 1) Two meetings per month planned until May
- 2) Committee working on a master repair list w/Mike Jablonski (Reference Monthly Snap Shot for descriptions and costs)
- 3) Major Employee Improvement Log established and tracked. A supervisory staff member must own the Log and consistently train staff.
- 4) New phone system and internet service purchased. Kubicek to review specifications and speeds.
- 5) Aqua Dam scope & order – 12”h x 24”w x 265’l planned to protect basement level from high water. Goal is to order by 2/15/2020 and install 3/15/2020

Entertainment Report – Linda Burton, Chair (submitted but not presented)

- 1) Initial 2020 meeting was well attended with nine members
- 2) Mission is to help with and attend the entertainment events for adults and children that are fun and successful for MHYC and their members. To work in tandem with the Membership committee.
- 3) New and exciting events were discussed along with enhancing traditional club events to breathe new life and boost attendance by members.
- 4) Wet Hens, the club's woman's auxiliary, was discussed with a desire to re-enact the group and become more involved in volunteer activities at the Club along with providing a good social agenda for the group.

Junior Activities Report– Kathy Allyn, Chair (submitted but not presented)

- 1) Web registration to be streamlined.
- 2) Swim Team / Camp information session scheduled for May 16th.
- 3) Camp / Race Team Registration site will be up in February.



- 4) US Sailing
 - a) Junior Olympics scheduled for July 11-12
 - b) Skill-Up, a new US Sailing pilot program where MHYC and 7 other clubs were chosen to participate. MHYC drove the agenda and will be piloting the program at MHYC.
 - c) San Diego Leadership Forum to be attended by Kathy and Catlin - Assistant Director for the youth program which will be a salaried position.

Commodore Report

- 1) 18 members, spouses and partners attended Commodore Burton's first "Coffee with the Commodore" held on 01/25/2020. Commodore Burton wishes to continue with future gatherings with the purpose of providing a forum and access to the flag line, discussing membership satisfaction and how to improve the experience at the club and take suggestions on how to drive membership to ease the financial pressures facing the club.
- 2) Major goal is to fill docks.
- 3) Establish a proactive approach opposed to a reactive mindset.
- 4) Communicate better, more often and produce results
- 5) Find ways to ensure better communications between the gas dock, harbor, beaches and pool staff.
- 6) Many other great suggestions were documented and may soon be raised with the board.
- 7) A Flag to Flag meeting is being discussed between MHYC and CYC to help gain insight into membership, service and operational costs.

VC Commodore Report – N/A

Rear Commodore Report – N/A

Motion adjourned Meeting at 20:00 by Burton, Second by Weber