



MINUTES OF THE BOARD OF DIRECTORS OF THE  
MENTOR HARBOR YACHTING CLUB  
AUGUST 2020 MINUTES

Meeting called to order 18:15

Commodore: Burton

Vice Commodore / Treasurer: Allyn

Rear Commodore: Pettrey

Past Commodore: Price, McLaughlin

Directors: Kubicek - NP, Duer, Balogh, Weber

Secretary: Scarnati

General Manager: Cordova

Motion to waive reading of last month's minutes by K Balogh/ 2<sup>nd</sup> C Burton

General Manager Report: Cordova

1. Labor Plan
  - a. Labor Plan to be evaluated through September.
  - b. September Labor Budget @ 65%
  - c. Club to close on Tuesdays to save on Labor costs
  - d. No Wednesday lunch service
  
2. Entertainment Impact on Club Usage
  - a. The same day F& B sales were compared to 2019. Average sales with music in 2020 nearly a three fold increase.
  - b. Discussions held on increasing music as service moves inside.
  
3. Pool to stay open in September as weather permits. BOD recommends they watch weather close to control expense.
  
4. Two new patio heaters were purchased.
  
5. Accounting System Upgrade – K Balogh to study financial reporting with Controller

### Treasure's Report: Allyn

1. The new Departmental Revenue Report was reviewed to show EBITDA for 11/01/2019 through 7/31/2020 to further analyze cost versus revenue.
  - a. Bar / Channel / Harbor / Jr. Activates / Skeet - all categories showed positive revenue for the period of \$13K. The 2020 Budget projection was a positive \$144k.
  - b. Clubhouse / Pool / Restaurant – all categories showed negative revenue the period of (\$75K). The 2020 Budget projection was a negative (\$108K). F&B costs exceeded budget by \$88k for the period mainly due to loss of banquet sales. Labor budgets need reviewed daily due to current overages.
  - c. Net Loss for the period was (\$40k) versus a projected gain of \$23k. 2019 financials reported a \$19 overall gain for the same period.
2. Fuel
  - a. Fuel sales were down 17% as compared to last year mainly due to lower fuel costs in general.
  - b. Fuel sales provided profits of \$17k in the month compared to \$21k Pbudget and \$22k last year.
  - c. YTD profit is \$30k as compared to \$32k budget and \$32k last year.
3. YTD Financials through July 2020
  - a. Income was \$1,048k versus YTD Budget of \$1,134k. 2019 YTD Income for the same period was \$1,125K.
  - b. Expenses were \$1,087k versus YTD Budget of \$1,111k. 2019 YTD Expenses for the same period was \$1,106k.
  - c. YTD Net Income (Loss) prior to interest and depreciation was a loss of (\$40k) versus a budgeted gain of \$23k. 2019 YTD Net Income gain for the same period was \$19k.

### Membership Report: Duer

1. FME is at 139 up 3 from July. FME for the purpose of budgeting was 131.
2. BOD discussed extending Summer Fun memberships to April 2021 due to Covid. Issues was tabled pending further investigation
3. J Duer to investigate a reduced initiation fee for First Responders.
4. Membership Changes – Motion to approve by D Price / 2<sup>nd</sup> M Pettrey. Motion carried
  - a. Kim Trutza – New Junior
  - b. Ronald Busch – New Summer Fun
  - c. Wadi Ina – New Social
  - d. Betsy Allerman – Full to Surviving Spouse
  - e. Dr. Lester Ballard – Full to Senior Elect
  - f. Scott Jayne – Social Resignation
  - g. Dennis Hart – Non-Resident Resignation
  - h. Dan O'Donnell - Yachtsman Resignation
5. Electronic Membership Approvals via Email
  - a. Ed Guest – Yachtsman

### House Report: Weber

1. Items Completed this Period:
  - a. Good feedback continues with Member Satisfaction Log.
  - b. Finished building new trash receptacles
  - c. Channel signage installed
  - d. Establish process for maintaining West Beach
  - e. Repair 4 broken umbrellas at pool – Target of 8 totals when repaired.
  - f. Renovate Tennis courts to Pickle Ball
  
2. Future Focus:
  - a. Continue focus on Member Satisfaction and quick responses to comments
  - b. Continue with Covid standards & cleaning
  - c. Work on golf cart parking
  - d. Cleaning of West Beach & Front Gate areas
  - e. Safety lighting on club grounds
  - f. Front side walk repair outside gate.
  - g. Focus efforts on banquet sales
  - h. Perform roof survey
  
3. Establish a Registry of Capital Projects in an attempt to promote private donations from members.

### Harbor Report: Balogh

1. East Beach electrical a priority. Quotes to pull cable are approx. \$30k. A new water line will also be installed with the electrical cable. Huffman to trench channel for an additional \$7k so no interference by dredging will occur. Directional boring under the channel also being investigated at a far lower cost.

Motion to spend \$8k for borings by D Allyn/ 2<sup>nd</sup> C Burton – Motion carried

2. New green Harbor entrance lights was replaced.
3. New Harbor entrance signage installed stating Incoming Vessels Have Right of Way & No Wake
4. Channel / Corp of Engineers – Geotechnical investigation approved by Corps for private vendor with City & Port sharing costs with MHYC.
5. New truck & plow to be purchased this month.
6. New power washer needed before haul outs.

### IT Committee Report: Kubicek – No Report

### Junior Activities – K Allyn (reference report distributed at the August BOD Meeting)

1. The BOD recommended a separate meeting to discuss MHYSA issues.

Entertainment – L Burton – No report

Rear Commodore's Report: Pettrey – No report

Vice Commodore's Report: Allyn – No report

Commodore's Report: Burton

1. MeA long range financial planning meeting was suggested.

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Motion to Adjourn by M Weber / 2<sup>nd</sup> J Duer. Motion carried

Meeting Adjourned 20:15