MINUTES OF THE BOARD OF DIRECTORS OF THE

MENTOR HARBOR YACHTING CLUB

FEBRUARY 2023

The meeting was called to order February 22, 2023, at 18:42 hours by Commodore Balogh

Commodore: Ken Balogh

Vice Commodore: Jon Duer

Rear Commodore: Dave Scarnati (via phone)

Past Commodore: Mike Pettrey

Treasurer / Director: Brian Keck

Directors: Dan Jackett, Scott Savage, Jim Pruce, Tom Holleran (NP)

Secretary / Director: Christian Lim

General Manager: Steve Goczo

**Pledge of Allegiance** - Jim Pruce

**Treasurer’s** **Report** - Brian Keck

* Reviewed Income Statement
	+ Jan YTD sales behind budget $38k and behind prior year $29k due to being closed in January. Expenses slightly ahead of budget by $8k and ahead of Prior year by $150k mostly increasing insurance costs, R&M, and Professional Fees. Professional fees are increased due to Consultant fees related to Harbor Channel and Recruiting fees.
	+ Income before Depreciation and Interest ahead of Budget by $7k and behind prior year by $34k
	+ Operating Income ahead of Budget by $7k and behind prior year by $34k
	+ Due to Chef Alex leaving, inventory and purchase numbers were estimated, showing a loss.
	+ IT invoices unexpected, received from services rendered over a year ago.
* Total Cash at January Month End was $719,629.
	+ Operating Funds = $125,147
	+ Capital = $500,521
	+ Restricted Cash = $93,961
	+ Ken Sullivan now has daily responsibility of cash management.
	+ Capital income continues to service the club debt and grow the fund itself.

**House** **Report** – Scott Savage

* Roof Status
	+ The flat roof above the bar was found to have existing duct work that needs removed and replaced, separate from roof itself approx. $66k.
	+ Contractor selected to replace the pitched tile roof above fireplace room is currently filling slots for the 2023 work year and awaiting a decision from MHYC.

***Motion proposed to proceed with the Replacement of Tile Roof above fireplace room by Mike Pettrey / Second by Brian Keck. Unanimous vote, motion is carried. Contract amount for this work is estimated to be $51,400.***

* + Information on current and improved technologies continuing to be presented vs original replacement to the Bar’s flat roof repair and duct replacement.
* The Canopy / Pool
	+ Is ordered and the MHYC logo will be applied.
	+ The frame will be repaired.
	+ MHYC will be responsible to take it down, end of season.
	+ Steve Goczo negotiated a bulk discount and the umbrella bases to be upgraded to the wheeled version, bringing project under budget.
* Computers and Jonas software
	+ Scott Savage led effort to update JONAS, which enables new features to be added. The following features are a being evaluated for potential benefits of office efficiencies & improved membership experience:
		- Chits can be viewed in real time on one’s smartphone, or emailed when order is complete.
		- Handhelds for order entry is being pursued.
		- Potential for handhelds to be used at the Gas Dock and load directly to Jonas.
		- Online/recurring payments
* Pool Repair
	+ Each side of the Pool cover will need to be lifted and resecured to assess all tiles before an estimate is provided by the repair company.
	+ Estimates from Commercial pool builders regarding repairs are being sought.
* Kitchen Equipment
	+ Purchase and replacement have come in under budget.
	+ Refrigerator/Freezer, ice machine, Flat top, Salamander broiler and Cheese Melter equipment to be ordered.

***Motion proposed to purchase kitchen equipment, not to exceed $29,000 by Jon Duer / Second by Jim Pruce. Unanimous vote, motion is carried.***

**Harbor** **Report** – Jim Pruce

* “F” Dock wall
	+ Bid deadline for repair, April 4. Estimates/proposals from Five companies were requested.
	+ Four finger docks out of service.
	+ Repairs not covered under insurance.
* Boat Lift dock
	+ Discussions in Committee on pricing, insurance, and ownership maintenance on lifts.
* Jet Docks
	+ Placement has been moved due to lake surge and may be moved once the channel construction is complete.
	+ Many circumstances have evolved over the years with owner purchasing and placement. Uniformity on billing and rules of location are being initiated.

**Membership** **Report** – Steve Goczo

* + Striecher, Greg (Ann Avery, MD) F 2004 - Resignation
	+ Johnson, Lance - Resignation
	+ Lesinski, Nicole (Dominick) JR 2021 - Resignation
	+ Bambic , Amy (Alan) S 2020 - Resignation

***Motion proposed to accept these resignations by Scott Savage / Second by Brian Keck. Unanimous vote, motion is carried.***

* + Cerar, Jacqueline Macy, DDS (J. Peter) F 2002 to - (SOCIAL)

***Motion proposed to accept these changes by Jon Duer / Second by Jim Pruce. Unanimous vote, motion is carried.***

* New Members
	+ Hardman, Douglas
	+ Patka, John
	+ Innocenzi, Jeffery

***Motion proposed to accept these new members by Brian Keck / Second by Ken Balogh. Unanimous vote, motion is carried.***

* Boat show
	+ 62 leads, all contacted. 18 attended Open House. 3 became members.

***Directors Report*** – Christian Lim, Steve Goczo

* Christian Lim
	+ 2023-2024 Directory will include updated changes to By-Laws that were voted on during the End of Year Membership meeting.
	+ Code of Regulations and Rules continue to be reviewed and correct any inconsistencies between them.
	+ Boat Dockage Agreement and Schedule “A” are complete.
	+ Contractor regulation and requirement form is complete and given to any outside workers that will be on property.
	+ Seasonal Staff will be utilized to regularly get a count of boats and trailers on property. This will be checked with what/and who the Controller is billing.
	+ Planning a day for staff to be familiarized on AED, First Aid kits, and procedures for the season.
* Steve Goczo
	+ Dock Contract complete
	+ Quonset Hut Light being serviced.
	+ Broken dock repair list will be added to Monday.com. Repair cost will be entered with the completion of the work.
	+ Exterior Gas Dock ice chest will be removed. Ice will be available and secured within the gas dock itself.
	+ Healthcare was sighted by a prospective Chef for not being able to commit. Healthcare continues to be a hurdle in recruiting.
	+ Membership Director Position

Search continues, but a strong candidate from Colorado is a prospect.

* + Lifeguard numbers are met for the season at this point.
	+ A cracked heat exchanger above the bar is an unforeseen immediate repair to be done.
	+ A Lent offering is requested to be added to the menu.

***Past Commodore Report*** – Mike Pettrey

* Channel Repair
	+ Contractor list will progressively narrow until June 16 when it is planned to go into contract.
	+ Up to 6 months from that point to complete a design phase.
	+ MHYC has been awarded money for the project through a Grant. Additional funds are currently being pursued as well.
* Dave Scarnati
	+ Nothing to report.
* Jon Duer
	+ A Professional Marketing Group has been vetted to assemble a Playbook for marketing and branding the club.
	+ Moving forward, all MHYC items will correctly and consistently have the logos and brandings to be applied to all items, including digital media.
	+ This will represent how the club looks & how people speak of the club.
	+ EXP Group has been to, and familiar with MHYC and its members.

***Motion proposed to contract with EXP Group to create the MHYC Marketing/Branding Playbook not exceed $3,ooo by Scott Savage / Second by Jim Pruce. Unanimous vote, motion is carried.***

***Motion to adjourn at 21:48 by Scott Savage / Second by Jim Pruce. Unanimous vote, motion is carried.***

Respectfully Submitted

Secretary / Director: Christian Lim