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