

APPROVED BY BOARD OF DIRECTORS MARCH 17, 2018

Tawas Bay Yacht Club

Board Meeting Minutes

February 3, 2018

Present: J. Princing, N. PRincing, J. Banner, C. Gettel, R. Thwing, D. Larue, J. Olgaard, R. Main

Not Present: Scott, Nice, Zobel

Guests: Roberge, D. Gettel, M. Haglund

Called to order by C. Gettel 10:19 am

Review minutes of January 6, 2018 board meeting. Presented by Secretary J. Princing. Edits proposed by D. Zobel incorporated.

Motion: Approve minutes of the January 6, 2018 Board Meeting as revised.

By: D. Larue Second: N. Princing

Discussion: None

Unanimous vote in favor, motion passes

COMMODORE'S REPORT - C. Gettel.

C. Gettel has been in contact with several new or returning potential members:

Lauren Elizabeth, communicating through facebook and email. Asking about full membership and wants to bring in a sailboat. Vet. Likely new member.

Prichards want to upgrade to full and bring in their boat to the harbor.

Katherine Cusick – formerly a member and would like to rejoin.

Pat and Molly Prichard are considering upgrading to full membership and getting a slip for their boat.

N. Princing and C. Gettel met to go over some things and agreed to work as a team on the house.

C. Gettel will take some ownership of the kitchen operation. C. Gettel and N. Princing are meeting today at 1:00 with potential food service provider Matthew Barnett. Matthew is currently doing food service at the Tawas Bay Beach Resort – came highly recommended by Steve Ennis.

The roof repair project will be completed in April.

See attached report

Board reviewed disbursement schedule on last page of Treasurer's report. Agreed that this report is a valuable addition to the monthly review of club financials.

N. Princing comment – three Consumers Energy payments – why? – we actually get billed for three different meters (accounts) two accounts for the docks and one for the building.

Ice machine is plugged in with just four bags in it. We should unplug for the winter and lock the key up in the office. This would be a savings on electricity for the offseason. N. Princing will unplug it today.

R. Thwing asks - what is the status on the POS system? Will request an update from Treasurer D. Zobel.

VICE COMMODORE'S REPORT - N. Princing

See attached report

Chamber of Commerce has June 21 available for us to host their Business After Hours get together. N. Princing will confirm that TBYC would like to host that evening.

REAR COMMODORE'S REPORT – J. Banner

Still working on rebuild of docks. J. Banner working with Bill Coberly to get pricing for materials. Will dismantle 43 /44 and plan to have rebuilt by April. Still looking for suppliers for the treated lumber.

SECRETARY'S REPORT- J. Princing

Current on shipping membership cards, YCA cards,

Harbor renewal letters will go out Monday.

BREEZE went out twice since last meeting.

Facebook continues to be a good contact point for potential new members. Thank you to C. Gettel for keeping Facebok account active.

Considering a proposal to upgrade our website hosting plan to allow for posting video on our site. We could have great drone video of the harbor and boats on the water.

J. Princing has been doing some testing of an RSVP app called Hobnob. Stay tuned for some more testing. If successful, would like to use this to send invitations to members for events (Commodore's Ball, etc.). Getting RSVPs has always been difficult – this could be a tool that could help. J. Princing will use the BREEZE to let members know that they will get an invitation through the app (members do not need the app – it works by sending an email invitation with voting buttons to RSVP).

OLD BUSINESS

Transient dockage fees – Jon Banner.

Nothing new for today. Push back to April meeting for board alignment and then something to present to the membership in May.

Long term vision update – R. Main

See attached.

Items are listed that the board has done in the past that we need to track and keep these active as board participation turns over. These long term activities should continue. Page 2-12 include ideas for things we should pursue.

Motion: Authorize Rich Main to pursue understanding of our property tax assessment and propose ways to reduce our overall tax bill on behalf of the Board.

By: N. Princing Second: D. LaRue

Discussion – We have been paying too much taxes. One issue is that the description of our property with Baldwin Township has not changed since the Coast Guard annexed part of our property.

Two steps – engage Baldwin Township, then file the paperwork to the State property tax tribunal in Lansing.

R. Main will engage a third party to help us determine what we think the value of our property is. This will give us a basis for appeal of the assessment by Baldwin Township.

Rich will talk to a bank to see what they would be willing to loan us on the value of the property.

The authorization is for Rich to have some conversations and do fact finding, not to spend any money.

Unanimous vote in favor, motion passes

See rest of the list.

C. Gettel. Change in mentality of the Board setting the expectation that we are taking equal equity in the club and reducing long term cost.

R. Thwing. Record keeping is something that needs to improve, for example the roof issue. We don't know what/when we installed.

R. Main. We should have a long term capital expenditure plan. One for the house and one for the docks.

D. Larue. Document expected lifetime and replacement plan for assets.

Should we include presentation of the capital plans at the general membership meetings?

R. Main – look at number 11. We need to restate the value of our property on our balance sheets so they are accurate. This will require a one-time write-off to get the value of the docks and the building to where they need to be. The asset value should not be what we paid for it, but what we could sell it for today. The docks at the end of their life are actually a liability (we would have to dispose, they have no value) and we currently have them on the balance sheet as an asset.

See attached review of membership history.

Around 1992 we eliminated the associate membership, which was responsible for work project, assessments, etc. We went to a social membership, thinking it would support the restaurant and bar.

Rich recommends we relook at the membership types.

Proposal: see bottom of sheet. Don't accept any new social members, reopen the associate membership that has more of a stake in the club. Offer a deal for current social members to become full boating members. Recommend dropping full dues and increasing social dues. All just recommendations for discussion at this time.

Page 2 – see problems with social memberships.

The social memberships take a lot of the board efforts.

- R. Thwing has viewed social membership as a stepping stone to full. Do we have any data to support this?
- R. Main—we would like to give them boating rights get them in the harbor.
- J. Princing we did collect some data several years ago looking at the spending in the restaurant and bar for the different membership categories. Find this and share with the board.
- C. Gettel labor costs for every Friday and Saturday night are high compared to what we make. There is a lot of overhead to keep the kitchen and bar open.
- R. Main- private restaurant model isn't working.

Need to set up a model that doesn't require too much work load on the flag officers.

- J. Banner likes the idea of the associate membership. It gives them a stake in the club and an incentive to participate more.
- R. Thwing this is a good discussion to have. Should get more people involved in a committee.
- C. Gettel involve some of our good social members in the committee to discuss changes.
- C. Gettel for the next meeting please everyone come with ideas for how to increase our long term membership.

Will have to talk about voting rights for the associate members. Payment of full initiation could be a requirement for voting rights.

J. Banner – on R. Main's proposal to limit associate members to 20%: it's good for the club to have a target number.

Junior membership is important. Younger members would use a membership that would allow them to use the harbor, put a boat in.

J. Banner – example of Bay City one design membership and recreational membership.

Need to find a couple social members to help with this discussion.

Rich has a projector screen to propose. 120". Could be used for meeting presentations, movie nights,

RACING

F. Fitus is working on permits for racing.

We got a request from a power boating organization – they are going to be running races off the city and state docks, looking to get our support. Put on the agenda for next month. What are they asking for us to do? We don't know. Maybe we could offer assistance to provide support boats.

C. Gettel will scan the document they sent and share it with the board.

Clubhouse security – N. Princing

The clubhouse was found a week after our January meeting open. Not sure if that means unlocked or wide open. We need to find a way to make sure the doors and windows are locked when we leave.

Matt H. and JB were the last to leave after the January meeting and they know it was locked. M. Olgaard stops by weekly to check on the club.

R. Thwing – if this does become a problem, we could buy technology for more accountability.

Let's keep an eye on it.

Bereavement policy – do we have one?

C. Gettel sent flowers for Pat Ruhland from the club. We don't have a policy on this, but have sent flowers sometimes in the past on a case by case basis. Leave it up to the commodore's discretion?

N. Princing would like to set some parameters for consistency. Maybe a card with a nice note would be just as effective.

Motion to adjourn the meeting

By: R. Main Seconded: D. Larue

Unanimous vote in favor, motion passed

Adjourned 11:33 am

Recorded by secretary Jennifer Princing

January Financials - Please note:

Balance Sheet - Page 2:

- Regatta funds consolidated into single account. Starting contributions from J22 NA, WJM Lightning, Opti regattas will be documented and archived.
- Separate Harbor Renewal Fund (HRF) checking account established. Old harbor fund checking funds transferred to HRF checking account \$25,283.94. HRF checking, CDs and money market accounts summarized together on balance sheet.
- Clubhouse checking account closed and balance \$1,206.99 transferred to General Fund checking. *Income Statement Page 3:*
- Miscellaneous Expense \$210.00 payment to Brenda Brugger for damaged tiller.

2017 Taxes, Payroll, Quarterly and Annual Reports - Ken Cook CPA has completed filings and/or payments for 4Q & annual Michigan Sales, Use, and Withholding return, 4Q Michigan Unemployment Insurance, 4Q Federal Form 941, annual Federal Forms 940, W2/W3, and 1099, 1096.

January Disbursement Schedule Review – See attached Page 6. Going forward all disbursements from the previous month will be reported to the Board, including any disbursements completed through electronic transfers/payments. The minutes must reflect that the schedule has been presented to the Board and it was reviewed.

Membership Dues: As of January 31, 2018:

- 111 members renewed: 49 Full, 62 Social; 4 honorary members
- 4 Dropped 2 additional since last month (Whipple (F), Hamilton (S)).
- 56 members still unpaid

Dockage

- 25 boats paid/deposit
- 4 boats check is in the mail
- 8 boats still awaiting response
- Gregg Whipple will not require a dock dropped membership, slip

Budget & Audit Committee – Donna Zobel, Jane Olgaard, Cristi Gettel, Yvette Thrush. Yvette has agreed to serve on the committee. She has provided guidance on best practices for the Treasurer, Board and B&A committee, including monthly disbursement review, bank statement/reconciliation review, check signing controls, etc. For the 2018 season Yvette has agreed to review the bank statements and bank reconciliation reports and sign off on the documents for our records.

Harbor Fund Renewal Program Update

- 1. Harbor Renewal Fund checking account established January 31, 2018.
- 2. CDs scheduled to transfer into HRF checking account after they mature on February 12, 2018.

- 3. Letter from Cristi and Jon will be sent in early February to current members with a harbor fund. The letter will update the members on the harbor fund, repayment plan, status of harbor renewal, and the option to donate part or their entire harbor fund to the HRF program.
- 4. Boating-related income collected since November 1, 2017 has been deposited in the Common Checking General Fund checking. Now that the HRF checking account is in place, these monies will be transferred to the HRF checking account.
- 5. For ease of accounting, members will be requested to submit a separate payment for boating-related expenses versus house account expenses (restaurant, bar, merchandise, etc.).

02/01/18 Accrual Basis

Tawas Bay Yacht Club Balance Sheet As of January 31, 2018

	Jan 31, 18
ASSETS	
Current Assets	
Checking/Savings	
Common Checking	
General Fund	55,783.02
Initiation Fee Fund	25,425.81
Regatta Fund Playground Fund	11,812.79 7,954.16
Total Common Checking	100,975.78
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Harbor Renewal Fund HRF Checking	25,283.94
HRF CDs	116,406.58
HRF Money Market	18,544.06
Total Harbor Renewal Fund	160,234.58
Other Savings	100,201.00
Initiation Fee Money Market	11,806.60
Total Other Savings	11,806.60
Total Checking/Savings	273,016.96
Accounts Receivable	
Accounts Receivable	36,551.37
Total Accounts Receivable	36,551.37
Other Current Assets Inventory	7,489.50
Total Other Current Assets	7,489.50
Total Current Assets	317,057.83
Fixed Assets	
Harbor Improvements	233,603.98
Land	100,000.00
Building & Equipment	119,218.35
Total Fixed Assets	452,822.33
Other Assets Harbor Renewal Deposits	14,000.00
Total Other Assets	14,000.00
TOTAL ASSETS	783,880.16
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	0.00
Sales Tax Payable	0.93
Total Other Current Liabilities	0.93
Total Current Liabilities	0.93
Long Term Liabilities Members Non-Int Note Payable	104,007.57
Total Long Term Liabilities	104,007.57
Total Liabilities	104,008.50
Total Eldollitios	104,000.00

TOTAL LIABILITIES & EQUITY	783,880.16	
Total Equity	679,871.66	
Net Income	70,236.19	
Fund Balance	609,635.47	
Equity		

8:29 AM 02/01/18 Accrual Basis

Tawas Bay Yacht Club Income Statement January 2018

	Jan 18	Nov '17 - Jan 18
Ordinary Income/Expense		
Income Membership Fees		
Dues/Full Member	-600.00	18,900.00
Dues/Social Member	0.00	12,875.00
Initiation Fees	0.00	800.00
Total Membership Fees	-600.00	32,575.00
Boating Related Income		
Dockage Seasonal	-2,609.71	49,799.00
Dockage Utility	-50.00	1,900.00
5% Dock Discount Overnight Dockage	-1,562.25 340.00	-1,562.25 0.00
Winter Maintenance & Utilities	-50.00	600.00
Harbor Expense	0.00	-2,200.00
Total Boating Related Income	-3,931.96	48,536.75
Merchandise		
Merchandise Sales	15.57	15.57
Merchandise Cost of Goods	0.00	-462.60
Total Merchandise	15.57	-447.03
Restaurant	0.00	440.04
Food Service Food Cost of Goods	0.00 0.00	412.04 -272.16
Total Restaurant	0.00	139.88
Bar	0.00	100.00
Bar Sales	0.00	177.00
Bar Wages	0.00	-136.00
Bar Payroll Taxes	0.00	-18.95
Total Bar	0.00	22.05
Total Income	-4,516.39	80,826.65
Gross Profit	-4,516.39	80,826.65
Expense		
Accounting	708.50	708.50
Advertising and Promotion	0.00	40.00
Bottomlands Lease Credit Card Fees	0.00 53.87	5,741.00 61.77
Dock Expenses	0.00	850.00
Dues and Subscriptions	0.00	790.00
Grounds Maintenance	150.00	350.00
Miscellaneous	210.00	210.00
Opti Regatta Expense	0.00	121.96
Telephone	69.23	207.51
Utilities - Cable TV/Internet	94.43	188.86
Utilities - Electric	205.24	661.04
Utilities - Gas Utilities - Waste Disposal	131.62	308.98
Utilities - Waste Disposal Utilities - Water	28.00 0.00	324.00 144.90
Total Expense	1,650.89	10,708.52
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Net Ordinary Income	-6,167.28	70,118.13

Net Income	-6,056.69	70,236.19
Net Other Income	110.59	118.06
Total Other Income	110.59	118.06
Other Income	0.00	7.47
Other Income Dividend Income Interest Income	51.95 58.64	51.95 58.64

Tawas Bay Yacht Club Income Statement Budget vs. Actual - Jan 2018 November 2017 through January 2018

02/01/18 Accrual Basis

	Nov '17 - Jan 18	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Membership Fees			
Dues/Full Member	18,900.00	19,500.00	(600.00)
Dues/Social Member	12,875.00	11,500.00	1,375.00
Initiation Fees	800.00	3,200.00	(2,400.00)
Minimum House Fee Work Detail	0.00 0.00	2,500.00 2,000.00	(2,500.00) (2,000.00)
		 _	
Total Membership Fees	32,575.00	38,700.00	(6,125.00)
Boating Related Income	40.700.00	40.000.00	0.700.00
Dockage Seasonal	49,799.00	40,000.00	9,799.00
Dockage Utility 5% Dock Discount	1,900.00 (1,562.25)	2,000.00	(100.00)
Dry Sail	0.00	4,000.00	(4,000.00)
Winter Maintenance & Utilities	600.00	850.00	(250.00)
Harbor Expense	(2,200.00)	(4,800.00)	2,600.00
Total Boating Related Income	48,536.75	42,050.00	6,486.75
Merchandise			
Merchandise Sales	15.57	5,400.00	(5,384.43)
Merchandise Cost of Goods	(462.60)	(4,800.00)	4,337.40
Total Merchandise	(447.03)	600.00	(1,047.03)
Racing Racing Income	0.00	1,800.00	(1,800.00)
Racing Income Racing Expense	0.00	(1,200.00)	1,200.00
Total Racing	0.00	600.00	(600.00)
Restaurant			
Food Service	412.04	1,250.00	(837.96)
Food Cost of Goods	(272.16)		
Total Restaurant	139.88	1,250.00	(1,110.12)
Bar			
Bar Sales	177.00	1,250.00	(1,073.00)
Bar Wages Bar Payroll Taxes	(136.00) (18.95)		
•		4.250.00	(4.227.05)
Total Bar	22.05	1,250.00	(1,227.95)
Total Income	80,826.65	84,450.00	(3,623.35)
Gross Profit	80,826.65	84,450.00	(3,623.35)
Expense			
Accounting	708.50	3,000.00	(2,291.50)
Advertising and Promotion	40.00	500.00	(460.00)
Bottomlands Lease Building Cleaning	5,741.00 0.00	7,550.00 3,750.00	(1,809.00) (3,750.00)
Building Repair & Maintenance	0.00	4,050.00	(4,050.00)
Credit Card Fees	61.77	150.00	(88.23)
Dock Expenses	850.00	3,700.00	(2,850.00)
Dues and Subscriptions	790.00	900.00	(110.00)
Entertainment	0.00	2,200.00	(2,200.00)
Grounds Maintenance	350.00	4,000.00	(3,650.00)
House Supplies Insurance	0.00 0.00	750.00	(750.00) (10,000.00)
insurance Kids Program	0.00	10,000.00 500.00	(500.00)
Kitchen & Bar Equipment	0.00	300.00	(300.00)
Taxes - Property	0.00	11,500.00	(11,500.00)
Miscellaneous	210.00	0.00	210.00
Office Expenses	0.00	1,800.00	(1,800.00)
Opti Regatta Expense	121.96	0.00	121.96
Postage	0.00	500.00	(500.00)
Secretary Expense	0.00	1,000.00	(1,000.00)

Tawas Bay Yacht Club Income Statement Budget vs. Actual - Jan 2018 November 2017 through January 2018

02/01/18 Accrual Basis

	Nov '17 - Jan 18	Budget	\$ Over Budget
Treasurer Expense	0.00	500.00	(500.00)
Telephone	207.51	840.00	(632.49)
Utilities - Cable TV/Internet	188.86	1,660.00	(1,471.14)
Utilities - Electric	661.04	3,850.00	(3,188.96)
Utilities - Gas	308.98	1,800.00	(1,491.02)
Utilities - Waste Disposal	324.00	950.00	(626.00)
Utilities - Water	144.90	1,300.00	(1,155.10)
Spec. Proj-POS System	0.00	4,000.00	(4,000.00)
Spec. Proj-Dumpster, Mast Rack	0.00	2,000.00	(2,000.00)
Total Expense	10,708.52	73,050.00	(62,341.48)
Net Ordinary Income	70,118.13	11,400.00	58,718.13
Other Income/Expense			
Other Income	54.05	450.00	(0.0.05)
Dividend Income	51.95	150.00	(98.05)
Interest Income	58.64	150.00	(91.36)
Other Income	7.47	0.00	7.47
Total Other Income	118.06	300.00	(181.94)
Other Expense			
Harbor Renewal Fund Trans Out	0.00	11,700.00	(11,700.00)
Total Other Expense	0.00	11,700.00	(11,700.00)
Net Other Income	118.06	(11,400.00)	11,518.06
Net Income	70,236.19	0.00	70,236.19

Tawas Bay Yacht Club Check Detail - Common Checking January 2018

01/31/18

Type	Date	Num	Name	Memo	Account	Paid Amo
Bill Pmt -Check	1/2/2018	010218-EFT	Spectrum Charter	8245 12 804 0007319	General Fund	
Bill	1/2/2018	0007319121117			Utilities - Cable TV/Internet	-94.43
TOTAL						-94.43
Check	1/3/2018	100140	3 Season's Lawn Care,	Invoice 4733	General Fund	
				Invoice 4733 Fall Clean Up	Grounds Maintenance	-150.00
TOTAL						-150.00
Check	1/11/2018	100144	Brugger, Brenda	Reimbursement for tiller that was damaged during Au	General Fund	
				Reimbursement for tiller that was damaged during August	Miscellaneous	-210.00
TOTAL						-210.00
Check	1/12/2018	100143	Sunrise Disposal	C100667 Gravity bar installation, rental	General Fund	
				Gravity bar installation, rental	Utilities - Waste Disposal	-28.00
TOTAL						-28.00
Check	1/26/2018	012618-EFT	DTE Energy	910021468913	General Fund	
				910021468913	Utilities - Gas	-131.62
TOTAL						-131.62
Check	1/26/2018	100145	Averill Accounting	Invoice 10966	General Fund	
				Initial setup and review of Quickbooks, payroll and sales t	Accounting	-708.50
TOTAL						-708.50
Check	1/26/2018	012618-EFT2	AT&T Mobility	287276774413	General Fund	
				287276774413	Telephone	-69.23
TOTAL						-69.23
Check	1/29/2018	012918-EFT	Consumers Energy	Account ending 3540	General Fund	
				Account ending 3540	Utilities - Electric	-51.43

VICE-COMMODORES REPORT - February 3, 2018 - Nancy Princing

Cristi and I will be interviewing a cook following the meeting on Saturday.

Working on a date with the Tawas Bay Chamber for Business After Hours for June or August. That is held the third Thursday of each month.

The Club was found open on January 14th. Roche Blanchard was checking on his boat and decided to check the doors on the house. He found the main door open. He checked the building, finding nothing unusual he secured the Club house and notified the treasurer who notified the Flag Officers. Thanks to Roche for checking and to Matt Haglund who made a trip to the Clubhouse during the next week to again make sure all was secure. He affirmed. We all need to be diligent in maintaining the security of the property. The secretary will send out a reminder in the Breeze to members visiting the Club to make sure all doors are secured and the heat is turned down to 60 degrees as they leave the Clubhouse.

Spoke with Chris Princing who has volunteered to make additional bookcases for the quiet room. The suggestions of having wheels on them for moving in the winter time will add to the cost of the bookcases. He will get back to me when he has completed his research on the cost.