



September 7, 2019 Board Meeting

APPROVED BY BOARD OF DIRECTORS OCTOBER 12, 2019

Attending: N. Princing, D. Zobel, M. Fore, J. Banner, R. Thwing, B. Bullard, D. Larue, M. Scott, J. Princing

Excused: J. Olgaard, P. Nice

Guests: S. Alexander

CALL TO ORDER by Commodore Princing 8:03

Review minutes from the August 10, 2019 board meeting for approval

Motion to accept minutes of August 10, 2019 Board Meeting as presented

By R. Thwing, D. Larue

Unanimous vote in favor, motion passes.

COMMODORE'S REPORT- Nancy Princing

Things are running well. September 21 event – racing awards and chili cook-off. Make sure in the breeze that everyone knows that all are welcome to participate.

New member applications – one for John Henry still on the Board – application for social membership. Signed for by Donna Zobel and Brenda Brugger.

Motion to accept John and Mary Henry's application for social membership, to be effective for the 2020 season, and will be billed with the rest of the membership in November.

M. Scott, B. Bullard

Unanimous vote in favor, motion passes.

JLP send an email to John and Mary

TREASURER'S REPORT- Donna Zobel

Financial Report – see attached

Financials are in good shape, similar to last year. D. Zobel has to follow up on a couple of accounts receivable, including several of our Huron Yacht Club guests from Slammer Cup.

Income statement – we are doing a good job keeping expenses down.

House Minimum

D. Zobel has the list of members who haven't met their house minimum. Several of these have come in and been unable to eat in the restaurant because of long wait or the kitchen running out of food.

Question if we should bill these if they have tried but been unable to spend their minimum. D. Zobel looking for advice from the Board on how to handle these. Recommendation is to waive those. Some concern about doing it on an individual basis. D. Zobel will bill them out and will address any members who dispute the billing at the October meeting.

Reviewed August disbursements.

VICE COMMODORE'S REPORT- Jane Olgaard

House Committee Report – see attached

J. Banner has a member set to do the outside cleaning of the clubhouse as a work project, so we will not need to pursue hiring Magic Touch to do this.

REAR COMMODORE'S REPORT- Jon Banner

Docks and Grounds Committee Report – see attached

D. Zobel – can we put one of the black mats that the kids are not using at the swingset at the top of the swim ladder? Yes, that's a good idea. Note that we will have to remove the swim ladder at the end of the season to prevent ice damage.

Discussion of numbering the docks. We need to replace the old and damaged tags on the new docks. J. Banner plans to replace the tags and at the same time re-number the docks so that they are in more logical order. Agreed that this is a good idea.

Waiting on a quote from John Henry for repairs to the steel wall at the head of the main dock. It will be a large enough amount that it will require membership approval. John Henry comes recommended by FDS and knows how the FDS docks are attached.

Need a little work on how we bill for overnight dockage. As is, it's a little tough to manage by the treasurer and rear commodore.

Working on assembling a work party to pressure wash the exterior of the club, roof and garage for next Saturday, the 14th after J22 racing. Question – is that a good time to spray for spiders?

SECRETARY'S REPORT- Jennifer Prancing

- Secretary's Report
- Agenda for November General Membership Meeting

Keys – look into getting two so there is no gap.

Also consider making these dual use – key and membership card.

Consider additional mechanisms to put on the outdoor showers? Not recommended because we would have to reconfigure the doors. We don't think we're having a significant problem with security

-proposal on new membership type

-standard report on harbor fund

-proposal for how to spend the harbor renewal fund in 2020.

-propose fleet captain position (new flag officer) and potential for two year flag officer positions

-by-law updates

Nancy has some more to send me by email

UNFINISHED BUSINESS

- Coast Guard Lease Renewal – J. Prining

Spoke with Michelle Frieden at the USCG, still in review process. Recommendation to continue following up as is. Remember that the USCG station here appreciated us supporting their community safety event.

We should work to establish our partnership on this for next year and be sure that we get some positive publicity.

Seth Thorson 362-4429, 231-330-0286 cell assistant chief at our station

Barbara Derocher 362-9301 at Ascension

- Summary of social member focus group – M. Scott

We thought the social member focus group was very worthwhile. Seems to be a misconception that the social members are key for supporting the restaurant through revenue. Not much feedback that they wanted much more from the club than the access to the restaurant and bar that they have. Many are interested in participating in work project. General agreement that dues for social membership are too low. We learned that some were not aware that they could be full members without a boat.

Needed communication – to full members, a note reminding them of their option to bring a boat in the harbor. Possible send to social – a mailing with the option to select social or full membership.

Publish summary notes in these minutes.

Possible – post our mission statement in the lobby.

- Nominating committee update

Working on it. More complete report will be available next month

JLP make sure to post the survey on the website and make everyone aware that is there. Can we summarize actions we took as a result?

- Mike Scott – has completed mapping of electrical circuits in the clubhouse, everywhere except the kitchen. Put stickers on the breaker panel to label the circuits. One learning – the outlets on the front wall under the window are all on different circuits – these are the ones to use when we have a potluck, not the ones on the back wall of the dining room. Will print map up, laminate it and post near the breaker.

NEW BUSINESS

- Proposal to purchase new laptop and race scoring program – M. Scott

Current racing program runs really slowly. Not sure if it's the software or the computer. It sounds like we are not using the software we bought for the Opti regatta.

Existing computer is quite old. D. Zobel will run some clean-up software and see how it goes.

Board supports purchase of new computer if needed.

- Membership category proposals – Banner, Larue, Scott
Jon proposal – see attached

Raise initiation fee, it has not changed in >10 years. We are undervaluing our club.

Full member benefits – add the availability of winter storage to the document.

Associate member proposal –

Social member proposal. \$150 dues + \$50 work project billed up front

Sue Alexander – vision for associate membership to get members with skin in the game. ½ initiation fee, full dues, work project, and minimum, day use of ramp or harbor. No overnight dockage.

How many of our full members do not have a boat in the harbor? About a quarter of them.

Donna proposal – if we agree that we need a new category of membership (associate), maybe make a proposal for that and not change anything else.

Mike Scott proposal – see in notes from focus group.

Eliminate social category, create associate that pays the same as full except for initiation fee. Would have no voting, have work project and minimum. Could go to full and bring a boat in after payment of initiation fee.

Associate members should have some voting membership. Social membership has evolved the expectation that social membership is acting as a supper club. Recommends capping the number of social members and not accepting new ones. Another way to reduce the social membership is to require them to pay their membership by the due date and have them reapply for membership.

M. Scott - Do we agree that we want to work toward eliminating the social category?

The future of the kitchen is a key part of this discussion.

Paul Nice proposal. Supports Jon's proposal. Associate is an incentive for younger members.

Larue proposal based on assumption that we won't have a kitchen and we won't have social members.

Non-voting entry level membership. Full privileges including a boat in the harbor, no voting, may remain in the category and not upgrade.

Voting member. Upgrade has to be approved by the board.

Comment that it's important that only full members should be able to have a dock.

Future of social membership is strongly dependent on the future of the kitchen.

Our kitchen is not serving our full members as the numbers of social members and their guests increase.

Create Associate membership will aim toward a more cohesive group.

Identify social members who will potentially have an issue with the elimination of the social membership and upgrade to associate.

Consensus that we should have an associate membership

Not yet consensus that they should pay initiation fee.

Some feel that all members need a "skin in the game" and the initiation fee creates that ownership.

Consideration for no initiation fee is to ease the transition from social to associate.

Either propose eliminating the social membership or sundowning it.

How do we encourage social members to move to associate without forcing it?

Maybe a one year transition to eliminate social, including as we transition the food service away from regular kitchen.

Need a concise presentation of whatever we propose that the members can understand.

Consensus-

Sundown social over one year, with no change to the terms of their membership

Create associate membership category

Increase full membership initiation to \$1000

We will not be accepting any new social members

\$1000/\$500 and 1 / ½ vote. Could state initiation is ½ for associate.

Not Consensus-

If/how much to bill associate members transferring from social initiation fee. Maybe during the one year waive the initiation for associate – there is not agreement on this. Is there a special circumstance for those that have been full in the past and dropped down?

Should associate and full dues be the same?

J. Banner to rework his proposal with a couple of options including the consensus items. Do some financial analysis.

Meeting adjourned at 10:53

Recorded by Jennifer Prancing, Secretary

August Financials

- **Balance Sheet:**
 - Operations Checking balance: \$50,000
 - Harbor Renewal Checking balance: \$30,800
 - Accounts Receivable - \$19,160. Still following up on several delinquent accounts.
- **Income Statement:**
 - Net income for August \$5300 compared to August 2018 \$2600
 - Total expenses for August \$3400 compared to August 2018 \$6700
 - Compared to previous year at the same time:
 - Membership up 6%
 - Boating income down 5%
 - Merchandise sales same \$4200
 - Restaurant sales down 26.5%; cost of goods down 33%; payroll down 20% - Overall restaurant losses less than same time last year: neg \$1,300 versus neg \$1,800.
 - Bar profits similar: \$1660 compared to \$1525 in 2018.
 - Total income 2019 of \$86,000 slightly higher than 2018 at \$83,800
 - Our expenses were less compared to same time last year by \$8000
 - Compared to Budget:
 - Income under budget, Expenses under budget, Net income over budget

August Disbursement Review – please review – last page of financials.

Treasurer Activities since last meeting

- Paid TBYC bills and member reimbursements
- Entered in member charges into QuickBooks
- Completed Frankenmuth Insurance Workers Compensation Audit
- Billed out Slammer Cup boats on August 19
- Sent August Statements on September 4
- Completed 2017 Form 990 tax return for exempt organization

09/04/19
Accrual Basis

Tawas Bay Yacht Club
Balance Sheet
As of August 31, 2019

	Aug 31, 19
ASSETS	
Current Assets	
Checking/Savings	
Operations Checking	
General Fund	8,697.47
House Renewal Fund	5,000.00
Initiation Fee Fund	24,102.81
Regatta Fund	12,272.35
Total Operations Checking	<u>50,072.63</u>
Harbor Renewal Fund	
HRF Checking	30,778.43
HRF Money Market	19,513.91
Total Harbor Renewal Fund	<u>50,292.34</u>
Other Savings	
Initiation Fee Money Market	11,806.60
Total Other Savings	<u>11,806.60</u>
Total Checking/Savings	112,171.57
Accounts Receivable	
Accounts Receivable	19,160.14
Total Accounts Receivable	<u>19,160.14</u>
Other Current Assets	
Inventory - Bar	2,520.46
Inventory - Merchandise	4,277.29
Total Other Current Assets	<u>6,797.75</u>
Total Current Assets	138,129.46
Fixed Assets	
Harbor Improvements	285,534.25
Land	100,000.00
Building & Equipment	119,936.35
Accumulated Depreciation	-687.00
Total Fixed Assets	<u>504,583.60</u>
TOTAL ASSETS	<u>642,713.06</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Sales Tax Payable	1,364.70
Total Other Current Liabilities	<u>1,364.70</u>
Total Current Liabilities	<u>1,364.70</u>
Total Liabilities	1,364.70
Equity	
Fund Balance	590,989.79
Net Income	50,358.57
Total Equity	<u>641,348.36</u>
TOTAL LIABILITIES & EQUITY	<u>642,713.06</u>

**Tawas Bay Yacht Club
Income Statement
August 2019**

	Aug 19	Aug 18	Nov '18 - Aug 19
Ordinary Income/Expense			
Income			
Membership Fees			
Dues/Full Member	0.00	0.00	18,675.00
Dues/Social Member	125.00	187.50	11,625.00
Initiation Fees	0.00	0.00	6,000.00
Work Detail	0.00	0.00	(200.00)
Total Membership Fees	125.00	187.50	36,100.00
Boating Related Income			
Dookage Seasonal	0.00	(96.00)	40,809.00
Dookage Utility	0.00	0.00	1,800.00
6% Dook Discount	0.00	0.00	(1,153.50)
Dry Ball	168.00	0.00	3,288.00
Overnight Dookage	400.00	925.00	1,000.00
Winter Maintenance & Utilities	0.00	0.00	1,400.00
Harbor Expense	0.00	(48.72)	(1,289.45)
Total Boating Related Income	568.00	780.28	45,854.05
Merchandise			
Merchandise Sales	1,596.00	670.70	4,227.00
Merchandise Cost of Goods	(11.28)	(1,588.66)	(1,577.62)
Total Merchandise	1,584.72	(917.96)	2,649.38
Racing			
Racing Income	475.00	0.00	1,524.00
Racing Expense	0.00	0.00	(417.00)
Slammer Cup Income	0.00	922.81	0.00
Slammer Cup Expense	0.00	(778.60)	0.00
J22 Regatta Income	0.00	1,482.09	0.00
J22 Regatta Expense	0.00	(595.70)	(96.83)
Total Racing	475.00	1,030.60	1,010.17
Restaurant			
Restaurant Sales	6,556.00	10,278.69	22,476.61
Food Sold at Cost	0.00	125.50	83.50
Restaurant Cost of Goods	(3,380.70)	(5,470.41)	(10,997.32)
Restaurant Supplies/Linens	(64.43)	(550.73)	(1,191.76)
Food Service Licence	0.00	0.00	(395.00)
Restaurant Wages	(2,613.58)	(3,635.49)	(9,709.31)
Restaurant Payroll Taxes	(428.93)	(661.21)	(1,590.54)
Total Restaurant	68.36	86.35	(1,323.82)
Bar			
Bar Sales	5,277.77	4,908.92	15,744.18
Bar Cost of Goods	(1,029.62)	(1,630.51)	(8,228.49)
Bar Supplies	0.00	0.00	(181.24)
Bar Licence	0.00	0.00	(362.25)
Bar Wages	(1,770.44)	(1,637.95)	(4,732.71)
Bar Payroll Taxes	(222.56)	(223.42)	(582.34)
Total Bar	2,255.15	1,417.04	1,657.15
Ice			
Ice Sales	396.50	38.00	463.00
Ice Cost of Goods	(165.00)	0.00	(417.50)
Total Ice	231.50	38.00	45.50
Total Income	5,307.73	2,621.81	85,992.43
Gross Profit	5,307.73	2,621.81	85,992.43
Expense			
Accounting	0.00	0.00	81.60
Payroll Processing Fee	57.99	61.99	408.59
Payroll Expenses	0.00	25.00	50.00
Bad Debt	0.00	0.00	174.44
Advertising and Promotion	35.00	500.00	175.00
Dues and Subscriptions	0.00	0.00	700.00
Entertainment	0.00	1,150.00	0.00
Bottomlands Lease	0.00	0.00	5,741.00
Building Cleaning	560.00	983.34	2,497.21
Building Repair & Maintenance	0.00	409.82	1,697.96

**Tawas Bay Yacht Club
Income Statement
August 2019**

	<u>Aug 19</u>	<u>Aug 18</u>	<u>Nov '18 - Aug 19</u>
Grounds Maintenance	1,408.60	435.00	2,865.00
Dock Expenses	20.71	0.00	1,518.79
House Supplies	119.70	118.95	594.10
Insurance	0.00	1,441.00	7,153.00
Insurance - Workers Comp	0.00	0.00	519.00
Taxes - Property	0.00	0.00	2,533.34
Miscellaneous	0.00	40.00	0.00
Credit Card Fees	1.97	31.60	7.06
Office Expenses	0.00	89.55	1,143.69
Postage	0.00	59.22	59.40
Telephone	44.40	70.44	599.85
Utilities - Cable TV/Internet	121.97	117.81	722.87
Utilities - Electric	537.39	503.03	2,586.56
Utilities - Gas	99.50	133.20	1,324.78
Utilities - Waste Disposal	0.00	121.00	510.00
Utilities - Water	227.97	253.59	986.50
Spec. Proj-POS System	155.73	155.73	1,557.30
Total Expense	<u>3,390.93</u>	<u>6,700.27</u>	<u>36,207.04</u>
Net Ordinary Income	1,916.80	(4,078.46)	49,785.39
Other Income/Expense			
Other Income			
Dividend Income	56.40	50.43	568.18
Other Income	0.00	0.00	5.00
Total Other Income	<u>56.40</u>	<u>50.43</u>	<u>573.18</u>
Net Other Income	<u>56.40</u>	<u>50.43</u>	<u>573.18</u>
Net Income	<u><u>1,973.20</u></u>	<u><u>(4,028.03)</u></u>	<u><u>50,358.57</u></u>

08/04/19
 Accrual Basis

Tawas Bay Yacht Club
 Profit & Loss Prev Year Comparison
 November 2018 through August 2019

	Nov '18 - Aug 19	Nov '17 - Aug 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
Membership Fees				
Dues/Full Member	18,675.00	18,650.00	25.00	0.1%
Dues/Social Member	11,625.00	12,062.50	(437.50)	(3.6)%
Initiation Fees	6,000.00	3,400.00	2,600.00	76.5%
Work Detail	(200.00)	0.00	(200.00)	(100.0)%
Total Membership Fees	36,100.00	34,112.50	1,987.50	5.8%
Boating Related Income				
Dockage Seasonal	40,809.00	47,704.00	(6,895.00)	(14.5)%
Dockage Utility	1,800.00	1,950.00	(150.00)	(7.7)%
6% Dock Discount	(1,153.50)	(1,977.15)	823.65	41.7%
Dry Sail	3,288.00	3,142.00	146.00	4.7%
Overnight Dockage	1,000.00	1,990.00	(990.00)	(49.8)%
Winter Maintenance & Utilities	1,400.00	600.00	800.00	133.3%
Harbor Expense	(1,289.45)	(5,297.39)	4,007.94	75.7%
Total Boating Related Income	45,854.05	48,111.46	(2,257.41)	(4.7)%
Merchandise				
Merchandise Sales	4,227.00	4,230.99	(3.99)	(0.1)%
Merchandise Cost of Goods	(1,577.62)	(3,927.06)	2,349.44	59.8%
Total Merchandise	2,649.38	303.93	2,345.45	771.7%
Racing				
Racing Income	1,524.00	125.00	1,399.00	1,119.2%
Racing Expense	(417.00)	0.00	(417.00)	(100.0)%
Slammer Cup Income	0.00	922.81	(922.81)	(100.0)%
Slammer Cup Expense	0.00	(778.60)	778.60	100.0%
J22 Regatta Income	0.00	1,482.09	(1,482.09)	(100.0)%
J22 Regatta Expense	(96.83)	(595.70)	498.87	83.8%
Total Racing	1,010.17	1,155.60	(145.43)	(12.6)%
Restaurant				
Restaurant Sales	22,476.61	30,566.61	(8,090.00)	(26.5)%
Food Sold at Cost	83.50	454.50	(371.00)	(81.6)%
Restaurant Cost of Goods	(10,997.32)	(16,288.02)	5,290.70	32.5%
Restaurant Supplies/Linens	(1,191.76)	(1,823.39)	631.63	34.6%
Food Service Lloence	(395.00)	(390.00)	(5.00)	(1.3)%
Restaurant Wages	(9,709.31)	(12,049.40)	2,340.09	19.4%
Restaurant Payroll Taxes	(1,590.54)	(2,297.59)	707.05	30.8%
Total Restaurant	(1,323.82)	(1,827.29)	503.47	27.6%
Bar				
Bar Sales	15,744.18	16,258.91	(514.73)	(3.2)%
Bar Cost of Goods	(8,228.49)	(8,858.60)	630.11	7.1%
Bar Supplies	(181.24)	(105.62)	(75.62)	(71.6)%
Bar Lloence	(362.25)	(363.40)	1.15	0.3%
Bar Wages	(4,732.71)	(4,735.89)	3.18	0.1%
Bar Payroll Taxes	(582.34)	(670.67)	88.33	13.2%
Total Bar	1,657.15	1,524.73	132.42	8.7%
Ice				
Ice Sales	463.00	405.50	57.50	14.2%
Ice Cost of Goods	(417.50)	(14.40)	(403.10)	(2,799.3)%
Total Ice	45.50	391.10	(345.60)	(88.4)%
Total Income	85,992.43	83,772.03	2,220.40	2.7%
Gross Profit	85,992.43	83,772.03	2,220.40	2.7%
Expense				
Accounting	81.50	1,511.50	(1,429.90)	(94.6)%
Payroll Processing Fee	408.59	91.98	316.61	344.2%
Payroll Expenses	50.00	80.00	(30.00)	(37.5)%
Bad Debt	174.44	0.00	174.44	100.0%
Advertising and Promotion	175.00	672.61	(497.61)	(74.0)%
Dues and Subscriptions	700.00	790.00	(90.00)	(11.4)%
Entertainment	0.00	2,600.00	(2,600.00)	(100.0)%
Bottomlands Lease	5,741.00	5,741.00	0.00	0.0%
Building Cleaning	2,497.21	3,412.61	(915.40)	(26.8)%

08/04/19
 Accrual Basis

Iawas Bay Yacht Club
 Profit & Loss Prev Year Comparison
 November 2018 through August 2019

	Nov '18 - Aug 18	Nov '17 - Aug 18	\$ Change	% Change
Building Repair & Maintenance	1,697.96	2,489.71	(791.75)	(31.8)%
Grounds Maintenance	2,865.00	2,439.88	425.12	17.4%
Dock Expenses	1,518.79	2,041.40	(522.61)	(25.6)%
House Supplies	594.10	245.22	348.88	142.3%
Kitchen & Bar Equipment	0.00	56.79	(56.79)	(100.0)%
Insurance	7,153.00	6,317.00	836.00	13.2%
Insurance - Workers Comp	519.00	660.00	(141.00)	(21.4)%
Taxes - Property	2,533.34	2,437.43	95.91	3.9%
Miscellaneous	0.00	250.00	(250.00)	(100.0)%
Opti Regatta Expense	0.00	121.96	(121.96)	(100.0)%
Credit Card Fees	7.06	36.28	(29.22)	(80.5)%
Office Expenses	1,143.69	846.09	297.60	35.2%
Postage	59.40	297.99	(238.59)	(80.1)%
Telephone	599.85	695.77	(95.92)	(13.8)%
Utilities - Cable TV/Internet	722.87	1,041.11	(318.24)	(30.6)%
Utilities - Electric	2,586.56	2,816.01	(229.45)	(8.2)%
Utilities - Gas	1,324.78	1,372.48	(47.70)	(3.5)%
Utilities - Waste Disposal	510.00	877.00	(367.00)	(41.9)%
Utilities - Water	986.50	1,004.31	(17.81)	(1.8)%
Speo. Proj.-POS System	1,557.30	1,102.58	454.72	41.2%
Total Expense	36,207.04	42,048.71	(5,841.67)	(13.9)%
Net Ordinary Income	49,785.39	41,723.32	8,062.07	19.3%
Other Income/Expense				
Other Income				
Dividend Income	568.18	361.27	206.91	57.3%
Interest Income	0.00	79.70	(79.70)	(100.0)%
Other Income	5.00	6.69	(1.69)	(25.3)%
Total Other Income	573.18	447.66	125.52	28.0%
Other Expense				
Playground Project	0.00	617.42	(617.42)	(100.0)%
Speo. Proj.-Roof Repairs	0.00	7,423.00	(7,423.00)	(100.0)%
Total Other Expense	0.00	8,040.42	(8,040.42)	(100.0)%
Net Other Income	573.18	(7,592.76)	8,165.94	107.6%
Net Income	50,358.57	34,130.56	16,228.01	47.6%

09/04/19
 Accrual Basis

Tawas Bay Yacht Club
 Income Statement Budget vs. Actual
 November 2018 through August 2019

	Nov '18 - Aug 19	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Membership Fees			
Dues/Full Member	18,675.00	18,000.00	675.00
Dues/Social Member	11,625.00	13,000.00	(1,375.00)
Initiation Fees	6,000.00	3,200.00	2,800.00
Work Detail	(200.00)	2,200.00	(2,400.00)
Total Membership Fees	36,100.00	36,400.00	(300.00)
Boating Related Income			
Dookage Seasonal	40,809.00	45,000.00	(4,191.00)
Dookage Utility	1,800.00	2,000.00	(200.00)
5% Dook Discount	(1,153.50)		
Dry Sail	3,288.00	3,500.00	(212.00)
Overnight Dookage	1,000.00	1,800.00	(800.00)
Winter Maintenance & Utilities	1,400.00	1,200.00	200.00
Harbor Expense	(1,289.45)	(6,310.00)	5,020.55
Total Boating Related Income	45,854.05	47,190.00	(1,335.95)
Merchandise			
Merchandise Sales	4,227.00	5,600.00	(1,373.00)
Merchandise Cost of Goods	(1,577.62)	(5,000.00)	3,422.38
Total Merchandise	2,649.38	600.00	2,049.38
Raoling			
Raoling Income	1,524.00	1,800.00	(276.00)
Raoling Expense	(417.00)	(1,200.00)	783.00
J22 Regatta Expense	(96.83)		
Total Raoling	1,010.17	600.00	410.17
Restaurant			
Restaurant Sales	22,476.61	1,250.00	21,226.61
Minimum House Fee	0.00	2,500.00	(2,500.00)
Food Sold at Cost	83.50		
Restaurant Cost of Goods	(10,997.32)		
Restaurant Supplies/Linens	(1,191.76)		
Food Service Licence	(395.00)		
Restaurant Wages	(9,709.31)		
Restaurant Payroll Taxes	(1,590.54)		
Total Restaurant	(1,323.82)	3,750.00	(5,073.82)
Bar			
Bar Sales	15,744.18	1,250.00	14,494.18
Bar Cost of Goods	(8,228.49)		
Bar Supplies	(181.24)		
Bar Licence	(362.25)		
Bar Wages	(4,732.71)		
Bar Payroll Taxes	(582.34)		
Total Bar	1,657.15	1,250.00	407.15
Ice			
Ice Sales	463.00	150.00	313.00
Ice Cost of Goods	(417.50)		
Total Ice	45.50	150.00	(104.50)
Total Income	85,992.43	89,940.00	(3,947.57)
Gross Profit	85,992.43	89,940.00	(3,947.57)
Expense			
Accounting	81.60	3,000.00	(2,918.40)
Payroll Processing Fee	408.59	300.00	108.59
Payroll Expenses	50.00	0.00	50.00
Bad Debt	174.44	0.00	174.44
Advertising and Promotion	175.00	500.00	(325.00)
Dues and Subscriptions	700.00	790.00	(90.00)
Entertainment	0.00	1,500.00	(1,500.00)
Bottomlands Lease	5,741.00	6,000.00	(259.00)
Building Cleaning	2,497.21	4,200.00	(1,702.79)
Building Repair & Maintenance	1,697.96	4,500.00	(2,802.04)
Grounds Maintenance	2,865.00	4,000.00	(1,135.00)

08/04/19
 Accrual Basis

Tawas Bay Yacht Club
 Income Statement Budget vs. Actual
 November 2018 through August 2019

	Nov '18 - Aug 18	Budget	# Over Budget
Dock Expenses	1,518.79	3,600.00	(2,081.21)
House Supplies	594.10	740.00	(145.90)
Kitchen & Bar Equipment	0.00	300.00	(300.00)
Insurance	7,153.00	8,500.00	(1,347.00)
Insurance - Workers Comp	519.00	500.00	19.00
Taxes - Property	2,533.34	11,500.00	(8,966.66)
Miscellaneous	0.00	250.00	(250.00)
Kids Program	0.00	500.00	(500.00)
Credit Card Fees	7.06	150.00	(142.94)
Office Expenses	1,143.69	1,500.00	(356.31)
Postage	59.40	500.00	(440.60)
Secretary Expense	0.00	1,000.00	(1,000.00)
Treasurer Expense	0.00	1,000.00	(1,000.00)
Telephone	599.85	900.00	(300.15)
Utilities - Cable TV/Internet	722.87	1,660.00	(937.13)
Utilities - Electric	2,596.56	3,850.00	(1,253.44)
Utilities - Gas	1,324.78	1,800.00	(475.22)
Utilities - Waste Disposal	510.00	1,200.00	(690.00)
Utilities - Water	986.50	1,300.00	(313.50)
Spec. Proj-PO3 System	1,557.30	2,500.00	(942.70)
Total Expense	36,207.04	68,040.00	(31,832.96)
Net Ordinary Income	49,785.39	21,900.00	27,885.39
Other Income/Expense			
Other Income			
Dividend Income	568.18	300.00	268.18
Other Income	5.00	0.00	5.00
Total Other Income	573.18	300.00	273.18
Net Other Income	573.18	300.00	273.18
Net Income	60,358.57	22,200.00	38,158.57

Tawas Bay Yacht Club
Check Listing by Bank Account
July 2019

Type	Date	Num	Name	Memo	Cl	Split	Amount
Operations Checking							
General Fund							
Check	7/1/2019	10395	Chubb	1365 1121 5461 0010 Marine, General Liability Insurance	X	Insurance	-1,977.00
Check	7/1/2019	192701-EFT1	Consumers Energy	Clubhouse	X	Utilities - Electric	-322.54
Check	7/1/2019	192701-EFT2	Consumers Energy	North Wall	X	Utilities - Electric	-36.53
Check	7/2/2019	10395	Jonathan Barner V	iStart Pro - Automatic Sailboat Race Starter	X	Racing Expense	-417.00
Check	7/2/2019	10395	Jane Olgard V	Chief coats, aprons, bar towels, food coats	X	-SPLIT-	-112.88
Check	7/2/2019	192702-EFT1	Giffin Beverage Company	Invoice 111439	X	Bar Cost of Goods	-332.50
Check	7/2/2019	192702-EFT2	Alpena Beverage	Invoice 49296, 49657	X	Bar Cost of Goods	-416.50
Check	7/3/2019	10395	FMIC	1918757000 Workers Comp Insurance	X	Insurance - Workers Comp	-610.00
Check	7/3/2019	10339	Mark's Magic Touch	Weekly Cleaning	X	Building Cleaning	-140.00
Check	7/7/2019	192707-EFT	Spectrum Charter	8246 12 804 0007319	X	Utilities - Cable TV/Internet	-121.97
Check	7/8/2019	10395	Northern Springs Artesian Water	4T @ \$1.25 on June 24 2019	X	Ice Cost of Goods	-58.75
Check	7/8/2019	10395	Loxy Fish Company	June 22, Whitefish and Walleye	X	Restaurant Cost of Goods	-50.00
Check	7/8/2019	10395	Texas Hardware	Main pier, docks and grounds, house supplies	X	-SPLIT-	-347.57
Check	7/8/2019	192706-EFT	POS system - Acertium Capital	POS system	X	Spec. Proj-POS System	-155.73
Check	7/8/2019	192706-EFT	Consumers Energy	Southwell	X	Utilities - Electric	-87.82
Check	7/8/2019	192706-EFT3	PayAnywhere Merchant Services	Credit Card Fees	X	Credit Card Fees	-4.42
Check	7/10/2019	10395	3 Seasons Lawn Care, LLC	Invoice 9523, 9527, 9952	X	Grounds Maintenance	-336.00
Check	7/10/2019	192709-EFT2	State of Michigan Liquor Sales	Invoice 973311-4	X	Bar Cost of Goods	-414.60
Check	7/10/2019	192710-EFT	Giffin Beverage Company	Invoice 714256	X	Bar Cost of Goods	-137.05
Check	7/10/2019	192710-EFT1	PayAnywhere Merchant Services	Credit Card Fees Nanas	X	Credit Card Fees	-20.77
Check	7/11/2019	10395	Surfco Disposal	C100657 - May June trash pickup	X	Utilities - Waste Disposal	-34.00
Check	7/11/2019	10395	Baldwin Township Water	COA1-000570-0000-02	X	Utilities - Water	-158.43
Check	7/11/2019	10394	Lori Filling - V	Reimburse for food purchases commodore ball, feebs night	X	Restaurant Cost of Goods	-105.65
Check	7/11/2019	10395	Thompson Linen Service	70973-0000	X	Restaurant Supplies/Linen	-53.00
Check	7/11/2019	10396	Loxy Fish Company	June 29, 29 and July 5 - Whitefish, Salmon, Walleye	X	Restaurant Cost of Goods	-209.36
Check	7/11/2019	10397	Northern Springs Artesian Water	7-3-2019 35 bags @ \$1.25/bag	X	Ice Cost of Goods	-43.75
Check	7/11/2019	10398	Terry Monville V	Mental for dock ladders	X	Dock Expenses	-101.25
Check	7/11/2019	10399	Jane Olgard V	Restaurant food and supplies	X	-SPLIT-	-83.83
Check	7/11/2019	10370	Tyler Lawrence V	Reimburse for food purchases	X	Restaurant Cost of Goods	-16.81
Check	7/12/2019	10371	Stapleton's Inc.	Statement 63002019 Acct 99657 Invoice 703705	X	Restaurant Cost of Goods	-474.40
Check	7/12/2019	192712-EFT	Great Lakes Wine & Spirits	Invoice 7035366	X	Bar Cost of Goods	-44.00
Check	7/12/2019	192712-EFT1	Psychex - SurePayroll		X	Payroll Processing Fee	-81.99
Check	7/12/2019	10345	Mark's Magic Touch	Weekly club cleaning	X	Building Cleaning	-140.00
Check	7/12/2019	192716-EFT	Alpena Beverage	Invoice 51813, 51814	X	Bar Cost of Goods	-125.90
Check	7/19/2019	10390	Mark's Magic Touch	Weekly club cleaning	X	Building Cleaning	-140.00
Check	7/22/2019	10374	Kenosha Market	Ribeyes and burgers	X	Restaurant Cost of Goods	-270.72
Check	7/22/2019	10375	Northern Springs Artesian Water	7/13/2019 35 bags @ \$1.25/bag	X	Ice Cost of Goods	-43.75
Check	7/22/2019	10376	Wight, Heather	Bar supplies	X	Bar Supplies	-47.00
Check	7/22/2019	10377	Loxy Fish Company	7/12 (117.34) 7/13 (23.33, 13.43) Whitefish, Salmon	X	Restaurant Cost of Goods	-154.10
Check	7/23/2019	10378	Goyette Mechanical Company	VOID: Invoice 910010750 - Fix Men's Urinal, Fix Leak in Closet...	X	Building Repair & Maintenance	0.00
Check	7/23/2019	192723-EFT1	Giffin Beverage Company	Invoice 744194	X	Bar Cost of Goods	-76.10
Check	7/23/2019	192723-EFT2	Alpena Beverage	Invoice 52403, 52404	X	Bar Cost of Goods	-60.29
Check	7/24/2019	10379	Northern Springs Artesian Water	7-17-2019 101 bags @ 1.25/bag	X	Ice Cost of Goods	-126.25
Check	7/24/2019	192724-EFT	State of Michigan Liquor Sales	Invoice 000590-0	X	Bar Cost of Goods	-646.42
Check	7/25/2019	192725-EFT	AT&T Mobility	267276774413	X	Telephone	-44.40
Check	7/25/2019	192725-EFT	DTE Energy	910021465913	X	Utilities - Gas	-135.73
Check	7/26/2019	10354	Mark's Magic Touch	Weekly Club Cleaning	X	Building Cleaning	-140.00
Check	7/29/2019	10381	Christopher Printing	Traveled lumber for hotel well	X	Dock Expenses	-44.09
Check	7/29/2019	192729-EFT	PayAnywhere Merchant Services	Credit Card Fees on \$43.40	X	Credit Card Fees	-1.70
Check	7/30/2019	192730-EFT	Consumers Energy	Clubhouse	X	Utilities - Electric	-269.09
Check	7/30/2019	192730-EFT1	State of Michigan Liquor Sales	Invoice 7049434	X	Bar Cost of Goods	-254.34
Check	7/31/2019	192731-EFT	Consumers Energy	Northeast	X	Utilities - Electric	-77.83
Total General Fund							-10,969.61
Total Operations Checking							-10,969.61
Harbor Renewal Fund							
HRF Checking							
Check	7/3/2019	3043	Floating Docking Systems	Final payment for 2019 main pier improvements	X	Harbor Renewal Deposits	-15,900.00
Check	7/17/2019	3044	Action Electric Inc.	Electrical service to main dock	X	Harbor Expense	-976.00
Total HRF Checking							-16,876.00
Total Harbor Renewal Fund							-16,876.00
TOTAL							-27,845.61

from the Rear (Commodore) September 7th 2019

Guest dockage has been an issue and a blessing. We are waiting on final revenue to determine the rates and the rules for 2020. The issue is simply getting payment for the guest dockage. This will continue to be an opportunity for the club. If we have a 5-night stay, that was 25% of the steel cost to rebuild 2 docks and ramps). This keeps us out of the harbor fund

The main dock estimate is in. It is expensive. Still waiting for the quote for the steel wall. This is the section to join the front wall and the well wall. I have reached out to John Henry Jr. requesting this quote by Saturday's meeting.

The gravel had arrived for repairs to the sink hole at the main dock entrance. The work was handled by Kurt Princing and Mark Yahn. Thank you for your work.

The last two South wall docks and ramps are to be completed this past Wednesday. Thank you to Mike Smith and all of the volunteers. The wood was sourced through Bernards in Hale. The product they sent looked to be very high quality. The steel was sourced through Alro Steel in Bay City. To save on delivery charges Chris Princing and I made two deliveries to the club. The delivery charge was going to be nearly as much as the steel.

The wood chips have been put on hold. This was partially due to the wetness of the front lawn. The tractor would have left large tracks. We will reassess the need and the water level next Spring.

I am currently looking for my replacement and bringing my suggestions to the nominating committee.

I have a plan to re-number the docks. With the furthest dock on the South Wall being #1. I will share this plan with visual aids at the meeting (maybe even a short walk). Regardless of this new plan, we are in need of new # plates for the inside and outside of our docks. The last ones lasted 30 years. Awards & Sports has quoted us \$390.50 for 88 new plastic signs. The agreement to obtain this discount is the will be completed over the winter for installation in the spring. I have obtained 2 additional quotes from online vendors. Customsigns.com (printed) came in at \$479.60 and Myengravedsigns.com (engraved) came in at \$715.44. The quote from Awards & Sports is attached to my report. This will be a little bit added on to the 2020 Maintenance budget.

Rack storage ideas are underway. Terry Monville has agreed to assist in both the planning and installation. The boats on the racks currently will need to be removed prior to docks out. This is scheduled for October 18th (remember this is a fluid date as safety is more important than docks).

The Harbor Renewal Projects are still ahead of schedule. In just two years, We have completed the South Wall docks and ramps, 33% of the main pier has been replaced, and 4 fingers on that main pier have also been replaced. There is work ahead! I am confident in the club and it members to make it happen.

Social Members meeting

August 30, 2019

Meeting open at 7:15pm

Three Board members present:

Mike Scott, Director, meeting facilitator

Nancy Pringing, Commodore

Jennifer Pringing, Secretary

Four Social memberships represented: Lee Starling, Elaine and Wayne VanHartesveldt, Lee Cobb, Steve and Diane Ennes, Lori Fitting

Following are notes taken, capturing the conversation. At the end of the document, there is a shorter summary of the conversation.

Why did you become a member?

Starling. Born and raised in Tawas, left, 25 yrs later built a cottage. Neil a neighbor encouraged him to join. As a young person, there was always a mystique about the club. Seemed like people having a good time. Have enjoyed being a social member for several years. Re-acquainting with old acquaintances and meeting new people. More than having a beer and eating. Yacht club is an anchor part of this community. The club is known throughout Saginaw Bay.

Wayne VanHatesveld. Have a sailboat, have had it in Port Sanilac for years, then looking for a change. Had some friends who came up to Tawas. Moved boat to the condo marina. Then found the club, seeing the J22s was appealing. Wants to hang out with boaters. Good to be able to come out and have dinner and the bar. Wayne is enjoying racing and the atmosphere. Has lived up to expectations. New members last year.

Lori. Was racing, up here every week and socializing. Wanting to be able to pay her own bill. Has been a social member for 14 years.

Lee Cobb. Wife and I about 2000 thinking about where to retire. Living in DC and other places. Trying to figure out if they could live in Tawas and have enough going on. Looking for an interesting group of people to get to know. Members since about 2002. Has been a regular helper with regatta events. Splits time between here and DC. Yacht Club is the decent restaurant in town.

Steve Ennes. Diane has been a surgeon in town for many years. Joined along with several neighbors that live north of the club. Needed food. Haven't been to a restaurant in town at all this summer.

What made you decide on social instead of full membership?

Ennes. Don't have a boat right now. Unaware that you don't have to have a boat to be a full member. Or that you don't have to have a dock to be a full member. Maybe as Diane retires, will think about a boat again.

Lee Cobb. Has boats in Virginia. Haven't had the urge to put a boat in here. Talk about it from time to time, just haven't done it.

Wayne. Because their boat is over at the condo marina, felt that social was the best option. Could consider a J22 or bringing the other boat over in the future. Pump out could be an incentive.

Lee Starling. Has a cottage on the bay and keep the boat on a lift there. Things change – including right now the water levels are a problem. Just last week lost a couple of sections of dock. The ability to put a boat in occasionally is something he did not know was an option for full members. Dinner dock is an important privilege as a social member. They have used it several times and it is really, really important.

Lori. Social gives her flexibility to pursue opportunities elsewhere and not feel like she has to be here. Ends up here most of the time anyway because it feels like family. Could change at retirement or before. Volunteers for many work hours. Doesn't want to be a full member and get drafted onto the Board.

Ennes – thought \$200 minimum is very low.

What does the club benefit from having social members?

Lori- numbers. Good to have a crowd here to socialize with. Brings cash flow through the bar and dining room. Don't know how we could run the dining room without the numbers that the social members bring in. It can be a gateway to full membership. Lori probably wouldn't have joined if full was the only option. Feels she knows many of the full and social members. A way to keep their foot in the door here if they are not local and want to be able to come in.

Starling – Thinks of Lori – that she participates in so many activities. To Lee, likes the flexibility to be able to help out with events. Loved doing that, integrating into things like that. Learned a lot volunteering for the Opti regatta. The social members are a resource when we need help. Not sure all of the social members see themselves that way. Willing to do the job that nobody else wanted to do. Had a great time washing dishes with Jack Jacques. Also helped with the project clearing the phragmites off the beach.

Wayne – Not sure, seems like a natural thing to have social members. What is the business case? Adds revenue to the club. There is the camaraderie and social aspect. But if the numbers don't work, and we want to have a club of boaters and sailors, not sure.

Lee Cobb – Social members keep the club afloat from a bar and restaurant perspective. It is a gateway. Lee brought Pat Henschel in, he has a boat at the State Dock, wanted to get to know us first, but a great potential full member.

Steve and Diane – having a bunch of fun people around who like to spend their money here.

What responsibilities come with the privilege of membership? How do you give back to the club?

Steve and Diane – bring a lot of people out as guests.

Lee Cobb – Has tried to live out the full membership responsibilities and roles. Has participated in events, helping out.

Wayne and Elaine – Not sure, newer members. Thinks that almost everyone would be happy to chip in. Come up on Friday, just weekend people. Not here a lot.

Starling – think in the context of not having barriers between categories. Lots of learning from participating in events.

Lori – here a lot, wants to take care of the place. Volunteers whenever she can, helps people out with their boats. Spends a lot of time in the club. Feels good to be able to help out because this is a big family.

Open forum for additional comments:

Elaine – the sunsets.

Lori – ask other social members, might get even more different answers. We might want to ask some more.

Elaine – in the kitchen – would like large tables to make reservations, so they can stagger the big tables.

Wayne – Cristi taking reservations. The board members become staff, and that's not what they are here for. Board members feel an obligation, and that is an issue.

Lori – an idea, a standby team to step in if there needs a fill-in on a weekend night.

Lee Cobb – the big picture, the history of the club was a handful of people who formed the club, big boat racing, who wanted a place to come out drinking. Focus has moved away from the big boat racing. We need a business plan. Has introduced himself to people at the state docks with boats and invited them to come see the club – there are a lot of people who don't even know we are here. There are quite a few people keeping boats full time at the State Dock. Need a statement of what we want to be.

Elaine – I love it here – we don't need to change much who we are.

Open to raising the social dues, comment that the food is cheap.

Elaine – there have been times when the kitchen has been too busy and they had to get up and leave. That has to be controlled, fixed.

Starling – Have also walked out because it's been too busy. That's part of the charm of the place. This isn't fine dining, it's a matter of expectations. Doesn't get upset.

Heather, our bartender is great.

Brief summary, prepared by J. Prancing – open to edit by Mike and Nancy if you feel I've not captured it.

The social members that we talked to:

- Strongly value having the restaurant available on Friday and Saturday nights.
- Feel that social membership contributes to the club by supporting the restaurant and bar financially, and by adding numbers to the group that enjoys the camaraderie of the club.
- Believe that social membership can be a gateway to full membership.

There was general agreement that the social members could/would/should pay more, either in dues or by requiring a minimum. Individual comments included that social dues should double, and that \$200 minimum in the restaurant is low, and that the food is underpriced.

Recognition that there are problems with the kitchen management, including slow service, running out of menu items, and board members having to do too much work to keep it running.

The social members in this group have been regular participants and volunteers for events, including large regattas we have hosted, work parties, and social events. Comments indicated that social members are a resource for this work, and that we maybe aren't making the most of this, or not all social members are aware that they are welcome to contribute to the club in this way.

Several of these social members have boats elsewhere, either here in Tawas or farther away.

Several of these social members were not aware that they could be a full member without a boat in the harbor. Correcting this misconception could be an easy action to take from this discussion.

From: mjscott50 <mjscott50@gmail.com>
Date: 9/3/19 8:19 AM (GMT-05:00)
To: mjscott50 <mjscott50@gmail.com>
Subject:

Social Member meeting

Social Members like connection with TBYC
It has some prestige within the community.
They like the restaurant and they perceive it to be a source of cash for the club

They only have some awareness of the difficulties of running the restaurant

They like the fellowship at the club on dining nights

Some suggested having a business plan to grow the club socially others like it the way it is.

There seems to be a push by local full members recruiting social members. While their intentions are likely honorable their recruitment has been with the intention of adding more revenue for the restaurant. This has not done what was intended, but rather create an impossible situation which cannot be managed by our current organization.

Lots of ignorance on what the club's primary purpose is

Think that their membership cost is too reasonable

In lieu of the fact that TBYC was founded as a sailing (boating) club and not a social club:

Because of the information provided and that the restaurant service is unsustainable, I suggest that the board move boldly to recommend to the membership a significantly different plan for the future.

1. Eliminate the social membership category
2. Create an Associate membership category which gives full member privileges to associates simply by upping their membership costs to equal the full member costs less the initiation fee. If the associate member decides to have a boat in the harbor, they simply pay the full initiation fee and dock fee (no discount) and become a full member.
3. The associate member would be non-voting
4. The associate member would have the same work responsibilities as the full member.
5. If there is available dockage an Associate member may bring a boat into the harbor once during a season as determined by the Rear Commodore. The daily guest rate would apply for the duration of their stay.
6. The restaurant will no longer be open as we know it. There are no minimums as no one should be forced to spend their money on mediocre food and less than mediocre service. The Vice Commodore and his or her committee plans all of the weekend meal events well in advance of our boating season and club volunteers are used to put on the meals or they are catered. Reservations will be required for the meals and those who reserve and do not show up are billed for their meal(s). This way the club will never

lose money on food service again.

7. I would expect that our membership numbers would decrease with this proposal, but with increased revenues from those that convert their membership and increased efficiency with our meal planning, and the elimination of kitchen and service staff related expenses our club will be in better financial shape.

Membership Proposal 2020

Full Member:

Expectations:

\$1000 initiation fee

\$300 yearly membership dues

\$200 or work project completed prior to fall membership meeting

Benefits:

Full voting rights

Access to the clubhouse and grounds at will

Launch and retrieve from hoists or well at will

Seniority based dockage or dry-sail at membership agreed upon rates

Overnight dockage at membership agreed upon rates

Associate Member:

Expectations:

\$500 initiation fee

\$150 yearly membership dues

\$100 or work project to be completed prior to fall membership meeting

Benefits:

½ voting rights

Access to the clubhouse and grounds at will

Launch and retrieve from hoists or well (no overnight storage boat or trailer)

Usage of rack storage for one small vessel at membership agreed upon rates

Social Member:

Expectations:

No initiation fee

\$150 yearly membership dues

\$50 or work project to be completed by fall membership meeting

(this fee will be charged up front as no initiation fee paid and will be credited against balance once project completed)

Benefits:

1/10 voting rights

Access to clubhouse and grounds during restaurant and bar hours