

South Bay Cruising Club

Minutes of the Board Meeting

November 28, 2022

East Islip Library, East Islip, New York

Officers Present: Jeff Frederick: Commodore
Scott Gesele: Vice Commodore
Stephanie Pizer: Rear Commodore
Rich Troy: Treasurer
Wendy Gesele: Recording Secretary

Officers Absent: N/A

Governors Present: Charlie Margeson David Tedesco Jeff Mattera John Davis Joyce Gotard

Governors Absent: Rich LaBella Bob VanTassel

Committee Chairpersons Present:

Todd McCarthy - Fleet Captain	Jay Pizer - Yearbook
Charlie Margeson - Regatta Captain	Dennis Krug - Historian
Pam McCarthy - Membership	Glen Bernichon - Storekeeper
Susan Moran - Hospitality	Rob Gutmann - GSBYRA
Joe Werkmeister - Corresponding Secretary	Sandy Carlberg & Michele Jaeger - Welcoming
	Rich Mourino - Webmaster

Committee Chairpersons Absent: Duncan Burns - Fleet Chaplain Bob Forman - Program
Kristine Schaefer- Fleet Surgeon Seat Vacant - Legal Chair Fred Golder - Mailing

1. Commencement of the Meeting: A quorum being present, Commodore Jeff Frederick commenced the meeting at 19:35.

2. Approval of the Minutes as presented by the Recording Secretary:

- Motion to dispense reading of October minutes made, seconded and approved.
- Motion to adopt October minutes made, seconded and approved.

3. Report of the Treasurer: Rich Troy: See pages 5-6 Appendix 3

Treasurer's Report from Rich Troy, for October 2022

The major financial changes (\$200+) in this reporting period include:

- Payments received for the Boat Yard Party, budgeted toward Hospitality.
- Payments received for Memberships and GSBYRA.

Many thanks to Richard Mourino who helped us bring Stripe as an online payment alternative to PayPal, right in time for Membership payments and Boat Yard Party payments.

- In our first month with Stripe, the SBCC received \$1,462.20 in net payments (net= after Stripe processing fees).

Budget Accomplishments (old news):

- The goal for Interest Income was met and exceeded in August, due to rising interest rates that exceeded our estimates back when the budget was created.
- The goal for Our Membership Dues was met and exceeded back in June – good job!

As usual:

This report was generated after receipt of our prior monthly financial statements from our accounts at PayPal and the BFCU (Bethpage Federal Credit Union). The amounts in this report are fully reconciled with those bank statements.

Treasurer's report (cont.)

The income totals reported by Membership will differ from the amounts reported here because this report shows:

- the 'net income' from membership payments, reduced by our member's GSBYRA payments, sales tax and Storekeeper items given to new Members, along with
- what was received and deposited by the end of the month being reported.

Membership payments for the 2022 membership year are counted when received in PayPal or Stripe or the BFCU from 10/1/2021 to 9/30/2022.

The attached pages include the SBCC reports for Revenue/Expense Statement and Balance Sheet.

4. Report of the Fleet Captain: Todd McCarthy:

- RV schedule is 70% full for 2023
 - Need hosts for 7 RVs
- Starting date for 2 week cruise is Saturday, June 24, 2023.
- The Blast is 8/19/23 so the 1 week Cruise around the Bay will start 8/20/23
- Idea for Programs: Aerial America: show the New England Episodes
- Discussed balancing East/West locations of RVs and was assured we are "bouncing around nicely"
 - Discussed possibly including an Unqua location to RV list
- Discussed setting up a time to coordinate Fleet and Regatta to encourage more comingling during weekends

5. Report of the Regatta Captain: Charlie Margeson:

- Season is over
- US Sailing renewals came in. Usually at the end of the year for the following year
 - They have been in turmoil for the last 2 years; hard to reach. Now under new management
 - 2 memberships (PHRF & Club) will be combined so will drop from \$420 to \$250
 - We get the PHRF and ratings from them
- Annual Post Season Regatta Committee meeting tomorrow in West Islip
 - All went well; good season, good weather
- Racing Awards will be after the holidays
 - Rear Commodore Pizer suggested it be held in February so the pictures can be included in the 2023 Yearbook; suggestion welcomed.

6. Report of the Membership Committee: Pam McCarthy: See page 6 Appendix 6

- The dues notice for 2023 was emailed to members in October and again in November.
 - Several reminders will be sent out once again in December.
- We have a total membership of 158 which includes Regular, Senior, Honorary, Associate & Junior members.
- At the present time we have 45 members paid in full. We still have the same 4 members who remain unpaid from 2022.
- Currently, I have 2 Pending Associate members to bring up for a board vote. Their applications and sponsor letters were sent out last week for your review.
- Vote on Joseph Nador- **approved unanimously**
- Vote on Ryan & Melissa Wood - **approved unanimously**
- Discussed Associates dues amount
 - How class came about
 - How different from Full members (can't be a Board member, no reciprocity benefits, can't vote at general meetings)
 - Conclusion: should discuss at a later date if want to increase amount of dues to be paid.
- Rich and Sandy Zach resigned IGS in 2021 as Senior Members
 - Want to rejoin
 - Just have to pay \$75 dues
 - Voted to **approve unanimously**

7. Report of the Fleet Chaplain: Duncan Burns: absent; no report

8. Report of the Program Committee: Bob Forman: absent; no report

Jeff Mattera:

- Eric Forsythe will be doing a presentation on NW Passage (sailed 10 years ago)
- SBCC was approached by Ted Drossos re: Boat Safety course
 - If we have 6-10 people to sign up the 8 hour course could be offered.
 - Decided it will be written up in the Masthead and see if there is interest. Then will send out a follow up email

9. Report of the Hospitality Committee: Susan Moran:

- The Boatyard Party was a highlight of the year.
 - We had a picture-perfect day – sunny, warm, and low wind, and we had a great turn-out.
 - Our chefs provided excellent chili and yummy desserts, while the Salty Dogs kept the music going strong.
 - Special thanks to Jean Sidebottom for chairing the event – her first time taking the lead and she did a great job!
 - Thanks to Bill Cook and Glenn for letting us use their space and providing the amenities.
 - The hospitality team, as always, stepped up in a big way – setting up chairs and tables, arranging the food, serving as bartenders, organizing the 50/50 raffle, “manning” the Salty Sam tables (which, by the way, had some great things to offer!), and finally, packing up and cleaning up in record time. We could never do this without the support of the team!
 - The general meeting was held as usual, and we welcomed new members.
- Looking ahead to 2023,
 - Secured the venues for the Blast (The Wharf) and the Holiday Party (Shandon Court).
- Holiday party: 44 people have signed up so far (need 65 min)
 - Chose passed hors d'oeuvres and sit down dinner; \$50pp
- Cookie party on the 8th; sign up and let Sandy know if you are coming. Please bring 4 doz cookies
 - Will be having Della's traditional lasagna and Cathleen will be bringing a cake for Chip's birthday

10. Report of the Fleet Surgeon: Kristine Schaefer: absent; no report

11. Report of the Corresponding Secretary: Joe Werkmeister: no report

12. Report of the Yearbook Committee: Jay Pizer:

- Will start working on 2023 yearbook soon; please contribute stories
- Suggested getting story from Flore & Claudio Grottoli re: their boating adventure
- Joseph Frederick wrote a story about the 2022 Sore Thumb RV

13. Report of the Historian: Dennis Krug: no report

- Discussed Reciprocity and how it came about (thanks to Bob Sheppard, Commodore at the time)

14. Report of the Store Keeper: Glen Bernichon: no report; bringing pins to Holiday Party

15. Report of the Legal Chair: *Seat Vacant*: no report; Jeremy Weiss is willing to be Legal Chair

16. Report of the GSBYRA Representative: Rob Gutmann:

- Last month sat down with Glen Schmidt and vetted GSBYRA materials from 1936 on
 - Decided what to keep vs donate to the Maritime Museum for permanent archiving
 - Found a lot of SBCC material from the 1940s and 50s and how we intertwined with GSBYRA
 - Will share a soft copy with Historian Krug
- Annuals awards dinner will be held 12/3/22 at Sayville Yacht Club at 1830; Rob Gutmann will be installed as President
- Discussed traveling and reciprocity; bring your ID, call ahead, and bring a burgee for an exchange when traveling

17. Report of the Mailing Committee: Fred Golder: absent; no report

18. Report of the Welcoming Committee: Sandy Carlberg & Michele Jaeger:

- The 4 newly confirmed members received their Welcoming letters and supplies. We are pleased to see that membership has taken a good turn. Thanks Pam for great work!
- Have enough supplies

19. Report of the Webmaster: Rich Mourino:

- I believe all of the performance adjustments have been completed by our vendor. The system has been working very well for the past 7 days. I just hope Murphy (Law) is not reading my emails.
- Just a reminder to everyone that access to special functions and documents is secured using your club title and the club title email address.
- The system will not allow access if you use your real name or email address. All security functions have a reset feature that will allow resets to your Club Title email address (which is forwarded to your real email address).

The newsletter list is below. Just add the one you wish to use in your "TO:" window of your email account.
The cruise members list has not been used for over 2 years and maybe it's time to retire it or just ignore it.

All SBCC Members..... member.list@sbccsail.org
Board members..... board.list@sbccsail.org
Regatta members..... regatta.list@sbccsail.org
Cruise members..... cruise.list@sbccsail.org
Hospitality team..... hospitality.team@sbccsail.org (only used by the hospitality team.)
Regatta Team.....regatta.team@sbccsail.org (only used by Regatta Chair & their working members)

I will be away from Dec 5 to the 16.

20. Governor's Reports:

Charlie Margeson: no report
Jeff Mattera: no report
John Davis: no report
Rich LaBella: absent; no report
David Tedesco: no report
Joyce Gotard: no report
Bob VanTassel: absent; no report via Jeff Mattera

21. Report of the Rear Commodore: Stephanie Pizer: no report

22. Report of Vice Commodore: Scott Gesele: no report

24. Report of the Commodore: Jeff Frederick: no report

- Thank you to all for a blast of a year
 - A lot of work but a lot of fun
 - Look forward to doing another year
- Discussed how COVID affected flow/transition/mentoring on learning how to chair Hospitality
 - It was agreed to ask Jean Sidebottom to co-chair the Hospitality Committee with Sue Moran; she has accepted
 - Rich Mourino will add co-chair to website
- Next meeting will be Monday, January 20, 2023 at West Islip

25. Other Business/ New Business:

Old Business: N/A

New Business: N/A

26. Adjournment: There being no further business before the Board, Commodore Jeff Frederick adjourned the meeting at 20:48.

Appendices

3. Treasurer's Report

Special Insurance Report for 2022-2023 (repeated from last month's report)

This table shows the costs of our insurance renewals and how these compare to last year's. Note that the Umbrella policy renewal has not yet been received; so its costs are estimated based on guidance from our insurance broker, Dave Hyer.

Coverage	2023 Amount	Term	Paid?	% Increase	2023 Policy #	Filename for 2023 (10/2023 to 10/2023)
General Liability	\$867.00	12 months	Yes	0.0%	3605-96-90 ECE	GLIA REN \$867 Eff. 10262022.PDF
D&O Liability	\$582.00	12 months	Yes	3.9%	8260-3480	D&O REN - \$582.PDF
Commercial Yacht	\$1,144.00	12 months	Yes	7.8%	7324626	CYAT REN \$1,144 Eff. 10262022.pdf
Marine General	\$612.00	12 months	Yes	153.9%	7324625	CMGL REN \$612 Eff. 10262022.pdf
Umbrella	\$1,457.50	12 months	Not Yet	10.0%	7989-82-42	(not yet received; 2023 amount estimated)
totals	\$4,662.50			15.0%		
"% Increase = comparing this year's invoice to prior year's						

SBCC Revenue/Expense/Budget Statement	as of 10/31/2022 for October 2022			Green shows Revenues over budget or Expenses not yet spent		Comments or Latest Changes
	This Period	Start to Date	Budget	Variance	% Variance	
				Red shows Revenues not yet received or Expenses overspent		
Revenues: (negative variance shows Revenue not yet received)						A negative Revenue Variance shows Revenue that is still expected to be received
Membership Dues for 2022-2023, net after sales tax	961.56	16,525.45	15,510.11	1,015.34	6.5%	started 10/1/2022; reduced by sales tax
Storekeeper Income	-	1,002.69	1,400.00	(397.31)	-28.4%	includes sales + credits for new full/regular members
Interest Income	50.92	289.72	174.30	115.42	66.2%	
Total Revenues:	1,012.48	17,817.86	17,084.41	733.45	4.3%	Positive Variance Amount means actual revenue is > budget plan
Expenses: (negative variance shows budget funds not yet spent)						A negative Expense Variance shows funds were still available to be spent
(Funds being used from Savings for this year's budget)			(1,402.59)	-	0.0%	Funds from Savings added to this year's Budget
Commodore Discretion	-	588.69	500.00	88.69	17.7%	
Fleet: Cruising Awards & Trophies for last year events	-	-	800.00	(800.00)	-100.0%	
Fleet: Cruising Awards & Trophies for this year events	-	49.74	800.00	(750.26)	-93.8%	
Fleet: Cruising misc	-	-	300.00	(300.00)	-100.0%	
Fleet: Yachting Club of America, Club Membership	-	-	500.00	(500.00)	-100.0%	
Hospitality	(375.06)	242.87	1,000.00	(757.13)	-75.7%	
Insurance	-	3,205.00	5,076.00	(1,871.00)	-36.9%	
Postage, Printing and Supplies	-	534.08	725.00	(190.92)	-26.3%	includes P.O. Box renewal and Yearbook postage
Program	-	-	250.00	(250.00)	-100.0%	
Program: Change of Watch	-	435.74	400.00	35.74	8.9%	Credits = funds received for Installation of Officers event
Regatta: GSBYRA Club Membership	-	200.00	200.00	-	0.0%	
Regatta: Racing Awards & Trophies for last year events	-	-	800.00	(800.00)	-100.0%	
Regatta: Racing Awards & Trophies for this year events	-	217.25	600.00	(382.75)	-63.8%	
Regatta: Racing misc	78.60	324.32	500.00	(175.68)	-35.1%	
Regatta: Racing website SBCCRACING	-	-	240.00	(240.00)	-100.0%	
Regatta: US Sailing, Club Membership	-	-	225.00	(225.00)	-100.0%	
Regatta: US Sailing, PHRF	-	-	195.00	(195.00)	-100.0%	
Storekeeper Expenses	-	1,079.76	1,400.00	(320.24)	-22.9%	
Treasurer: Bank Charges & Expenses	-	-	30.00	(30.00)	-100.0%	
Web Page, Technology	-	283.66	350.00	(66.34)	-19.0%	
Yearbook	-	3,523.59	3,596.00	(72.41)	-2.0%	
Total Expenses:	(296.46)	10,684.70	17,084.41	(7,802.30)	-45.7%	
Total of Revenue minus Expenses:		7,133.16	0.00	8,535.75	50.0%	Positive values on this line show the total of Expenses not yet spent
Other Items, not included in budget: ("Pass through" items, accumulated when received, paid annually)						
Regatta: GSBYRA donations (optional \$7 pp)	35.00	56.00				accumulated from member payments of \$7 ea. Plus additional contributions
Sales Tax set aside from Membership Dues	90.58	114.60				accumulated as member payments are received at 8.625% for NY State sales tax
PAID Regatta: GSBYRA donations (optional \$7 pp)		517.00				Paid to GSBYRA this year in March 2022
PAID Sales Tax set aside from Membership Dues		1,505.93				Paid to NYS this year in March 2022
Other Items, not included in budget: (Extraordinary Items, approved by the SBCC Board)						
zz Outside of Budget	-	1,379.43	-	-	n/a	SBCC purchases for sound system
Excess Reserves to be Spent by Hospitality in 2022			3,136.71			As agreed during SBCC Board Meeting in July

3. Treasurer's Report (cont.)

SBCC Balance Sheet		as of 10/31/2022 for October 2022	
Current Liquid Assets		Amounts	
BFCU Checking Account		\$431.02	
BFCU Money Market		\$34,524.78	
BFCU Savings Account		\$1,503.56	
PayPal Account		\$0.00	
Stripe Account		\$200.04	
Total Current Liquid Assets		36,659.40	
Current Liabilities			
GSBYRA Payable/Donations		56.00	
Sales Tax Payable		114.60	
Other Accrued Expenses		-	
Total Current Liabilities		170.60	
Total Liquid Assets Reduced by Total Liabilities		36,488.80	
Non-Liquid Assets (not assigned a cash value)		includes the sound system, trailer, the hardware used by Regatta/Racing, the hardware used by Hospitality, and the Storekeeper inventory	

6. Membership's Report

Year	Reg	Sen	Hon	Assoc	Jr	Total	Paid	UnPaid	New	Resign	Deceased	NGS	Coll.	Gsbyra
2023	76	53	18	10	1	158	45	113	4	2	0	1	5510.00	133.00
2022	78	50	18	9	1	156	156	0	5	9	3	4	17440.00	543.00
2021	88	46	18	11	1	164	164	0	9	9	3	2	18475.00	517.00
2020	94	39	19	14	1	167	167	0	7	11	4	1	19065.00	364.00
2019	112	29	18	16	0	175	175	0	8	11	5	10	18520.30	441.00
2018	121	29	20	20	0	190	190	0	10	9	5	7	20535.00	448.00
2017	128	30	22	20	0	200	200	0	12	13	2	4	21277.50	455.50

New Member Name	Membership_Type	Date_Joined	Member Email
Nicholas Loretta	REGULAR	2022-10-29	nicholasloretta@gmail.com
John McKenna	REGULAR	2022-10-25	mcke01@gmail.com
Michael Quinn & Jackie Scoglio	REGULAR	2022-10-25	michaelquinn8188@gmail.com
Martin & Brenda Kelly	ASSOCIATE	2022-10-25	e920dhs@gmail.com

Resigned Member Name	Date_Resigned	Year Joined
Della Bucher	2022-10-25	1998
Nancy Sherman	2022-10-25	1998

Last_name	First_name	mtype	Street_add	City_state	Yacht_name	Model	LOA	Date_added
Nador	Joseph	PENDING	311 Windsor Ave.	Brightwaters, NY 11718				2022-11-16
Wood	Ryan & Melissa	PENDING	26 Sampson Street	Sayville, NY 11782	Your Love	Cabo 31 Express	31	2022-11-13