

Augusta Sailing Club
Board of Governor's Meeting Minutes
January 13, 2020

1.0 Call to order at the Augusta Sailing Clubhouse on January 13, 2020 5:45 PM

1.1 In attendance 14/14 Quorum met

Present were the following Flag Officers and Board Members:

<i>Commodore:</i>	<i>Eli Putnam</i>
<i>Vice Commodore:</i>	<i>Marjorie Brousseau</i>
<i>Rear Commodore:</i>	<i>Mark Yarbrough</i>
<i>Secretary:</i>	<i>Kaye Wingard</i>
<i>Treasurer:</i>	<i>Mike Walsh</i>
<i>Past Commodore:</i>	<i>Jeff Annis</i>
<i>Returning Governor:</i>	<i>Michael Gaines</i>
<i>Returning Governor:</i>	<i>Steve Pernun</i>
<i>Returning Governor:</i>	<i>Kim Bagnoni</i>
<i>Returning Governor:</i>	<i>Scott Mitchell</i>
<i>Governor:</i>	<i>Mike Mosier</i>
<i>Governor:</i>	<i>Greg Poteet</i>
<i>Governor:</i>	<i>Kevin Kilchenstein</i>
<i>Governor:</i>	<i>Jeff Pope</i>

Also, in attendance: Dan Fedora, Johnny Poole, Micky Poole

2.0 Past Commodore Report: Jeff Annis

2.1 Membership Report:

Active:	166
Associate	56
Temp	2
Sustaining	37
Non-Resident	6
Honorary	6
Professional	2
Youth	1
Suspended	0
Total	276

David Ogden, previously active member resigned

Marya Moultrie requested change to sustaining membership

New member applications:

Tom Thomas is applying for associate membership and is sponsored by Aaron Brothers, 2nd sponsor Jay Hopkins, 3rd sponsor Kim Bagnoni

Shawn & Kimberly Lies are applying for associate membership and have 2 children ages 19 & 9. First sponsor is Mike Carstenson, 2nd sponsor Bob Kaltenbach, 3rd sponsor Kim Bagnoni.

Last month's new membership orientation went well. Two recent members and their spouses were in attendance.

3.0 Rear Commodore's Report: Mark Yarbrough

3.1 A. *Proposed to purchase power pole saw to cut limbs to save the club money by not having to pay tree companies to come in to do the job.*

Proposal for approval to buy a Husqvarna at 619.00 plus tax approx., equal to \$625.00.

1st Motion: Mike Walsh

2nd Motion: Eli Putnam

All approved

B. *Johnny Poole reports the Home Depot has not had a sale to date on the granite countertops, and requested approval to spend an extra \$500.00 to get them now. This was postponed to try and see if a sale may occur in the near future.*

4.0 Dock Authority Report: Michael Gaines

A. *Floating Dock Lift - needed to be able to launch safety boats quickly during races. Place in inner slip on D dock, total cost including install and 2 brackets \$2,900.00.*

Motion to approve: Michael Gaines

Second motion: Mike Walsh

Motion to approve by all, B, no descending

B. *Need to increase cost of dolly trailer rental and limit time of usage to free up the dolly for other members to use. Proposal to limit dolly use to 90 days at a fee of \$50.00/month.*

Motion to approve: Michael Gaines

Second motion: Kim Bagnoni

All approved, no descents

5.0 Treasurer's Report Mike Walsh

December Profit & Loss Statement

Financial Reports were presented at the January 13th Board meeting and are summarized below. The December P&L is \$7.0k unfavorable to budget goals: Income is \$15.4k favorable to budget and Expenses are \$22.4 unfavorable to budget.

Year- to-date	Full Year Budget		
	Actual	Budget	Variance
\$ Thousand or (\$k)			
Total Income	345.3	329.9	15.4
Total Expense	361.2	338.8	(22.4)
Net Profit or Loss	(15.9)	(8.9)	(7.0)

REASON FOR VARIANCES

YEAR TO DATE INCOME is \$15.4k Favorable to Budget:

- **\$3.1k favorable dues and fees for higher than expected dock occupancy rentals.**
- **\$4.6k unfavorable (below expected) Special Events: Halloween \$4.1k below; Castleberry \$1.9k below; Labor Day \$0.6k below; offset by Oyster Roast \$0.8 above; \$0.7k Wednesday Night above; and \$0.5k Annual Dinner above.**
- **\$6.4k favorable Sail School.**
- **\$2.4k favorable initiation fees (18 actual new members vs. 12 in budget).**
- **\$2.9k favorable Service Time Fees.**
- **\$3.9k favorable - Sale of old Sea Pro; scrap sale of old golf carts & abandon boat sale.**

- **\$0.9k Favorable Bad Debt with only one former member leaving with uncollected dues.**
- **\$0.4k favorable for higher than expected clubhouse rentals.**

YEAR TO DATE EXPENSE is \$22.4k Unfavorable to Budget:

- **\$38.6k unfavorable Maintenance & Projects with the following unplanned / unexpected: \$13.0k for 8 months of contract landscaping; \$12.8k for Tractor mechanical repairs; \$11.6k for Gatehouse refurbishment; \$9.0k for removal of dead or dangerous trees; offset by \$7.8k favorable routine maintenance.**
- **\$12.6k favorable Salary Resident Caretaker departure.**
- **\$3.6k favorable supplies.**

December Year to Date Changes in Key Balance Sheet:

Description \$ Thousand or \$k

End of

Last Year End of

Last Month YTD

Change

Cash 119.0 99.8 (19.2)

Accounts Receivable (0.9) 1.1 1.9

New Fixed Assets 0 32.5 32.5

Cadence Bank Loan – F Dock 270.0 221.3 48.7

COMMENTS ON SELECT BALANCE SHEET ACCOUNTS

- **Cash is in acceptable position at year end**

- **Receivables are in reasonable condition at year end**
- **Construction has 4 new projects completed during 2019**
 - o **\$ 7.5k New storage building for Dock Authority**
 - o **\$ 7.9k New stove & Refrigerator for clubhouse**
 - o **\$11.3k New replacement 17' Center Console chase boat**
 - o **\$ 5.8k New appliances & kitchen counter tops for Gatehouse**
- **Cadence Bank 60 month Loan repayment is on schedule with 12 months completed**

Other Issues:

- **Financial Review Committee Comments & Recommendations with members Bob Harkrider, John Demyan, Gil Samuelson and Bob Williams met December 17th at 10 AM and reviewed 2019 financial reports.**

Summary:

- **The financials show how the exempt purpose of the organization is fulfilled by use of its resources.**
- **The books were found to be recorded in proper business manner and require no further review per our understanding.**

Details:

There were 21 discussion points addressed during the FRC meeting. Most are continuation and reminders of important financial or business processes that we manage.

At least two require Board action to achieve FRC recommendations:

1. **FRC recommended and Treasurer agreed that ASC abandon the bookkeeping practice to report Dock Authority accounting, as it adds no material value to financial reporting as it had during the early years of dock replacements.**

- ***I motion for Board approval to:***

“Eliminate reporting of Dock Authority transactions as part of “Board Designated Net Assets” effective 12/31/2019 and consolidate this account into ASC Retained Earnings.”

2. FRC recommended Long Range Planning Committee and ASC Board place more focus on capital spending goals. I think we have more priority on spending for boat replacement; and, we need to bring our “blue sky” vision into focus with our cash available. As a benchmark ASC spent \$60k on non-routine items (\$33k for new assets and \$30k for non-routine maintenance). So our 2020 Capital Budget in the range of \$60k will allow ASC to keep our bank cash account in the \$100k range, which is consistent with 2018 & 2019 year end.

2020 FINAL Budget was presented for Board Approval. This package included updates for Actual 2019 Revenue & Expense; updates received since the October approval of the DRAFT; updated Depreciation; updated Special Events; and updated Work Party fees based upon year end member service time reports

Motion to approve budget: Mike Walsh

Second Motion: Mark Yarbrough

All Approved

6.0 Vice Commodore’s Report: Marjorie Brousseau

A. Light the Lake attendance was up 50% from 2018

B. Hangover Regatta was a positive event

C. Oyster Roast had 300 people registered, a 50 % increase from 2019

D. Proposal to combine Junior Day with Adult Open House discussed

E. Proposal to combine Family Day with July 4th Barbecue

6.1 Sail Camp Report: Kim Bagnoni

Sail instructor training Level 2 for safety and rescue: for 2 instructors approved in April on a Saturday/Sunday before Masters week.

Begin trial of electronic signature for Sail Camp on line registration as a test case, for 5-month trial. This is a Sail Camp expense and does not require a vote.

Discussion to allow Junior Lasers to sail in winter series, and was tabled for future discussion.

7.0 Commodore's Report: Eli Putnam

Special thank you to Michael Gaines for work on C Dock anchor repair.

Thank you for the great success with this year's Oyster Roast

8.0 Old Business: None

9.0 New Business: Augusta Sailing Club Fleet Replacement

An assessment of our current fleet was performed by Daniel Fedora, Kim Bagnoni, and Jim Holder. The top needs for replacement of aging Sunfish fleet are: Youth Instruction & introduction to sailing, member recreation (beach Boats), Adult instruction, and year-round youth instruction.

Proposal to begin placement was proposed and approved as follows:

The following accounts were opened in QuickBooks by Mike Walsh based upon capital projects from the January Board Meeting

<u>Number</u>	<u>Description</u>	<u>Approved</u>
1442001	New Hobie Wave	6,500.00
1442002	New RS Quest	11,000.00
1442003	Six Used Terra's	7,200.00
1142004	Drive on Dock Lift	2,900.00

First Motion: Jeff Pope

Second: Mike Walsh

All approved, no descent

The Vice Commodore is to form a committee to regularly assess and establish a fleet plan for boat upkeep and replacement.

Motion to Adjourn: Eli Putnam

Second: Kim Bagnoni