

Satuit Boat Club
Minutes of Executive Committee Meeting
October 13, 2020

Present: Bob Ulwick, James Baldassari, Kevin O'Leary, Sandy Hayes, Gregg McBride, Dave Sullo, Lisa Scanlon, Tad Beagley

Meeting called to order at 19:10

Commodore Update: Bob

- Jay's budget is planning for an opening ceremony and events throughout the year
- How should we plan budgets given the uncertainty around health restrictions in 2021?

Treasurer Update: Gregg

- Gregg presented 2019-2020 budget vs. actuals as context for the discussion
- Revenue
 - Main source of income is membership dues
 - 4 semi-active life members did not pay this year. Should we budget for their membership revenue in 2021?
 - One regular member was removed due to lack of payment
 - One life member only paid 50% of dues
 - We will send a notice to all members who have not paid their dues informing them that they will be considered resigned (not in good standing) if they do not pay in full by a certain date
 - For 2021 we will assume the same membership as this year (76 regular/provisional, 36 life)
 - More initiation fees than expected
 - More dinghy revenue than expected
 - Lockers came in close to budget
 - Kayak revenue higher than expected
 - Transient income was less than budgeted, but not as low as it could have been given the circumstances
 - Expect slightly more income in 2021, but still probably below pre-2020 levels
 - Jr. Sailing revenue was only slightly below budget; will assume similar enrollment next year
 - Pay or play: \$120/family
 - Will not bill anyone due to lack of accurate records and lack of opportunity to volunteer due to covid restrictions
 - With pilings going in there may not be any dock work to do
 - Perry proposed raising the fee and redirecting people toward other jobs that we need: house, jr. sailing boat maintenance, etc.
 - Assign members to committees (either by member request or by chairperson decision)?

- Should take into account individual member skills/experience
 - Maybe we should change the structure to be a maintenance fee that is automatically invoice unless volunteer work is done
 - Race events: no revenue this year; budget about \$500 for next year
 - 2020 Expenses; 2021 budget
 - Ed has been doing many odd jobs around the property
 - Trash, mouse traps, painting, etc.
 - We need to formalize the way he is reimbursed for this work
 - Need to clearly distinguish between hours worked (taxable income) vs. reimbursement for materials/expenses
 - Launch
 - Hourly wages increased YoY, but fewer hours overall, so expenses were significantly under budget
 - Fuel expenses were much lower than expected
 - Budgeted \$1200 launch, \$450 jr. sailing (\$1650 total)
 - Only spent around \$800
 - Need to plan for launch service after Labor Day
 - Could consider pulling the launch and contracting out to SHYC or ez-rider
 - Fees
 - Town mooring fees, marina fee, affiliate race memberships, etc.
 - Came in at budget
 - Pilings
 - Capital expenses may still occur in 2020, but there is a chance that we may spend the money in 2021
 - Looking at options to pay a professional service \$2000-\$3000 to install/remove docks rather than doing it ourselves
 - Much less liability for the club
 - Will include dock electrification work in the budget since we have some extra money in reserve now
 - Mooring maintenance
 - Spent almost exactly the \$3,000 budget
 - Mooring fees, user fees
 - Last year some moorings did not pass inspection; had to replace some parts
 - May need to replace at least one chain in the coming year
 - Floats
 - Did not spend as much as expected because most expenses were included in the pilings project
 - 15 chains on 21 moorings, only 3 new chains
 - If we do not complete the piling project we will need to invest in mooring/chain maintenance
 - House
 - Expenses came in well below budget

- Did not perform any significant maintenance or improvements this year
 - Did have some unexpected plumbing and electrical work, however
- Landscaping
 - Budget will be about the same for next year
- Boat maintenance
 - Junior Sailing
 - Maintenance was over 2x budget for 2020
 - Maintenance budget has fluctuated significantly over the years between \$1000 and \$5000
 - Budget will be higher for 2021, possibly around \$3000-\$5000
 - Launch
 - 2020: Budgeted \$5k; spent \$13k
 - Still have a motor mount issue to deal with, but do not expect such large expenses next year
 - SSI (Sinbad)
 - \$1300/year
 - Need to ensure that we are getting value out of this investment
 - It's expensive if we only use it twice/year for SBC races (Horace Day, Chowder Cup). Could we use a member's boat instead?
 - James and Dave are on Scituate Sailing board and will discuss this issue further at our next meeting
- Professional services
 - Bookkeeping/accounting
 - Payroll
 - \$6500 budget for 2020
- Launch professional fees
 - Drug testing, certification, etc.
- Wages
 - Jr. Sailing
 - Launch
 - House
 - Considering adding a part-time junior steward position for 2021
 - Would work during periods of high usage of the club
 - Light maintenance/landscaping around the property
 - Could be an extra hand on the dock to help people
 - Could check out Mercuries at end of the day
 - Help with scheduling transients
 - Need to develop job description
- Net income so far this year through September: \$53,920
 - Several additional expenses will be incurred before the end of the year

Next general membership meeting Monday, October 19, at 8:00pm

- It will likely be too cold to hold outside

- We can accommodate 15 people in the clubhouse (first 15 to RSVP), and the rest will join via Zoom