

**PORTSMOUTH YACHT CLUB**  
**MINUTES OF BOARD OF DIRECTORS' MEETING**  
**THURSDAY, JANUARY 8, 2009**  
**AT OFFICES OF ONE SKY COMMUNITY SERVICES, PORTSMOUTH, NH**

*(Approved at BOD Meeting of February 12, 2009)*

PRESENT: Comm. Wajda, V/C Dionne, R/C Clement, Capts. Cunningham, Gingras, Hefferan, Leto,  
MacHardy, Michael, P/C Williams, Secy. Roberts

NOT PRESENT: P/C Adams, Capt. Kennedy, Treas. Rushforth, Asst. Secy. Cartnick

Secy. Roberts having reported that a quorum was present, Comm. Wajda called the meeting to order at 7:00 pm.

MINUTES OF BOARD MEETING OF DECEMBER 11, 2008, Secy. Ken Roberts

After discussion, it was MSP to accept the minutes of the Board Meeting of December 11, 2008 and to post them on the website.

TREASURER'S REPORT, Treas. Rushforth

Treasurer Bill Rushforth, not being present, had provided the following written report to the BOD:

Balance Sheet

Total cash \$177,804  
Unrestricted cash \$116,395 - \$54,123 remaining 2008 and \$62,272 from 2009 revenue  
Restricted cash \$61,410  
Property & Equipment increased by \$18,593 for 2008 and 2009 start-ups by \$15,961  
Mortgage principal balance \$60,890  
Mortgage principal balance will be reduced in January by \$1,328 from 2008 raffle proceeds.  
Accounts receivable: Overdue Star Island fuel bill \$476.

Revenue & Expense Statement

Overall, the fiscal year ending December 31<sup>st</sup> was favorable. Income received was just over the original revenue projections. Gross margins for both fuel and social functions were positive and comparable to prior years. Most overhead expense items were above last year's level by a reasonable inflationary rate. The roof/whaleback room restoration project was carried over and completed earlier in the year with a total cost of \$28,968 and this project was expensed and not capitalized.

Net increase (profit) for fiscal 2008 is \$40,840

Treasurer Rushforth provided the following summary of 200 fuel sales quantity and average prices:

Fuel Sales, Diesel	\$101,666.50
Fuel Sales, Gas	<u>\$116,978.71</u>
Total Fuel Sales	\$218,645.21
Diesel Gallons sold	25,568.2
Average sell price	\$3.98/gal.
Last invoice	\$2.98/gal.
Gas Gallons sold	28,551.0
Average sell price	\$4.10/gal.
Last invoice	\$3.06/gal.

The Balance Sheet as of December 31, 2008, the Comparison to Budget and Last Year as of December 31, 2008, and 2008 Average Fuel Pump Price, January through December 2008, are included in these minutes by reference.

After discussion, it was MSP to accept the Treasurer's Report, subject to audit.

#### REAR COMMODORE'S REPORT, R/C Chris Clement

1. Received letter from Town of New Castle that was sent to NH Wetlands Bureau in Concord, NH. The New Castle Conservation commission unanimously recommended approval of PYC application 08-02625. As previously stated by V/C Art Dionne, the approval process in Concord is approximately 120 days.
2. Received job applications from six (6) interested individuals and one Tele-call from current PYC P/C and Life Member Arthur Wright of Rollinsford, NH for the new Club Manager position. Suggest formation of Search Committee and interview process of the new Club Manager and Assistant Club Manager. The goal would be to have the leading applicants presented to the Board at the February meeting. The applicants are (alphabetical order):
  - A. Captain Brian Bjers – Experienced Dock Master and General Manager of other yacht clubs.
  - B. Frederick Clark - Former PYC Steward, season 1992.
  - C. Mark Cooney – Experienced in construction, boat maintenance and sales.
  - D. Jerry Goldfarb – Former owner of Goldi's Deli and manager of 19<sup>th</sup> Hole Club at Wentworth-by-the Sea Golf Course.
  - E. Mark Edison – Experienced landscaper/handyman.
  - F. Charles Landry – Experienced in management of private resorts and clubs, and currently a realtor.
  - G. Arthur Wright – PYC Past Commodore and Life Member.
3. Received all the NH mooring permits from the NH Port Authority with payment due date of March 1, 2009.
4. P/c Andrew R. Courteau, Jr. has agreed to assume the role of Pepperrell Cove Yacht Club Mooring President/Contact Person, for the State of Maine. We thank John Carson for his years of service.
5. Need to discuss returning dock staff for 2009 season.

#### Comments regarding staff presentation:

1. New micro fiber shirt and shorts for better ventilation and “breathability” for a professional appearance. First impressions are important.
  2. Request to have photos and brief biography of staff posted inside the Clubhouse for new and returning members to connect with our staff.
6. Received the State registration renewals for the two launches and given to Tony Young for payment.

In discussion, the Board concurred with R/C Clement's suggestions regarding staff uniforms and staff photos, and suggested that he move ahead on these items.

After further discussion, it was MSP to accept the Rear Commodore's Report.

#### VICE COMMODORE'S REPORT, V/C Art Dionne

The 2008 Season ended with a thud in that we had to cancel our annual Christmas Dinner/Dance at the Portsmouth Country club due to the now well-documented “December Ice Storm”. The event that was chaired by MaryLou Graper had attracted 111 members and guests. An attempt was made to reschedule the event for the next Saturday; however the numbers just did not work in our favor and we did not go forth with the event.

The 2009 Season got off to a good start with 86 members and guests showing up for the New Year's Day Brunch at the Breakfast Hill Country Club. This event introduced the new Flag Officers to those present and provided a “thank you” to now Past Commodore Jackie Adams. As a special added attraction, a raffle was held for the “Christmas Baskets” that would have been raffled off at the Dinner/Dance. The raffle generated proceeds of \$405.00.

VICE COMMODORE'S REPORT, cont.

The March Dinner with speaker is planned for March 28, 2009. The speaker will be Mr. George Daughan, the author of the work "If By Sea", a fast-moving history of the birth and maturation of the embryonic U.S. Navy of the American Revolution. A location for the event has not yet been selected.

V/C Dionne advised that because of near-pneumonia experienced by him and by Judd, they elected not to try to hold a meeting of the Social Committee, and instead would make phone contacts individually with the participants to verify the social schedule, and responsible team members.

After discussion, it was MSP to approve the report of the Vice Commodore.

COMMODORE'S REPORT, Comm. Dave Wajda

We have received an application for reinstatement from former member Robert Stewart, whose resignation in good standing was accepted by the Board of Directors in 1994.

After discussion, it was MSP to accept the report of Commodore Dave Wajda

OLD BUSINESS

1. Unsupervised Young Persons at Club Continuing discussions begun at the last meeting regarding possible clarification of rules regarding the use of Club facilities and launches by children of members, It was determined that significant problems do not exist at this time, and no further action is required.

2. Members as Employees A lengthy discussion ensued regarding the pros and cons of including past or present members as candidates for employment by PYC. After this discussion, the following motion was made by Capt. Gingras, and seconded by P/C Williams:

*"Move to prohibit members from becoming an employee of the Club within five years of their last date of membership"*

The motion passed with 8 in favor, 1 not in favor, and Comm. Wajda abstaining.

NEW BUSINESS

1. Star Island Proposal A letter was received from Star Island Corporation proposing that the PYC moorings at the Shoals be made available to boats coming for lunch or dinner at the hotel, with certain considerations being given to PYC. This item was tabled for later consideration.

2. Survey of Resigning Members There was a general discussion of the reasons that member resignations tended to come from the newer members. It was agreed that it would be desirable to introduce some sort of survey of departing members to determine why they decided to leave, and what we might have done to prevent it. Details to be worked out. Further, it was agreed that it would be very helpful if, annually, we surveyed all our members to determine what they liked and what they did not, in the past year, and what we might do to improve.

3. Power Pedestals for Docks V/C Dionne and R/C Clement advised that they will be ordering the new power pedestals to outfit all the docks this season.

There being no further business to discuss at this time, it was MSP to adjourn, and the meeting was adjourned by Comm. Wajda at 8:20 pm.

Respectfully submitted,

Kenneth P. Roberts, Secy

**NEXT BOD MEETING AT OFFICES OF ONE SKY COMMUNITY SERVICES  
AT 7:00 PM THURSDAY FEBRUARY 12, 2009**

