

**PORTSMOUTH YACHT CLUB  
MINUTES OF BOAD OF DIRECTORS MEETING  
THURSDAY July 14, 2011  
Approved at the Board of Directors Meeting August 11, 2011**

**PRESENT:** Comm. Gebow, V/C C. Weller, R/C Goldberg, P/C Courteau, Capts. Armstrong, Clement, Gingras, Hefferan, Kemen, MacHardy, Michael, Leto, Treasurer Karcher, and Secretary Cartnick

There being a quorum present, Commodore Gebow called the meeting to order at 7:00 pm.

**SECRETARY REPORT, Secretary Cartnick**

Secretary Cartnick had provided the Member Change Log and the minutes of the June 9, 2011 meeting previously by email. She noted a letter received from Eric Riesberg and Jenn Riesberg Gagne and family, thanking PYC members for the expressions of love and support following the passing of Eric's wife, Carol. The letter will be posted on the bulletin board in the Whale Back Room.

It was MSP to approve the minutes of June 9, 2011 and post them on the web site.

**TREASURER's REPORT, Treasurer Karcher**

A detailed financial report was provided and discussed.

In response to a request made in the May 2011 BOD meeting to review 2009 data and the 2009 Federal Tax Return, Treasurer Karcher found that the 2009 financial data matched the 2009 Federal Tax Return with a variance of \$70.

Financials are in line with last year, and everything is paid in full. There are no discrepancies. Reassigned lockers are being rebilled. All bills are paid.

Capt. Leto asked why dinghy amounts are down. Treasurer Karcher said that there are six fewer dinghies and six fewer people signed up for the launch than last year. Capt. Leto also noted that payroll is up. Treasurer Karcher noted that the staff schedule was earlier by a couple of weeks this year.

It was MSP to accept the Treasurer's Report.

**REAR COMMODORE REPORT, R/C Goldberg**

This past month has finally seen people on the water enjoying the good weather. We have had a steady stream of folks for fuel, even though our price is up from the start of the season. All of the slips, moorings, and lockers have been assigned.

The new tables have arrived and have been heavily utilized. Commodore Gebow and George Almgren cleaned the older grills and discovered that the bottom of the Vermont Castings grill has rusted badly, and we have taken that grill out of service.

The new "lobster pot burner" is not working effectively. Its heat output is only adequate for small pots. Therefore, it is also going to be replaced. Commodore Gebow gave the update that Capt. Almgren has replaced the burner.

Steve Jefferson and Bruce Smith have volunteered to rehabilitate the shed with paint and siding. They estimate the cost of materials is approximately \$300.

We have received correspondence from the Corps. The two New Hampshire Senators' offices are setting up a meeting between the Corps, the Town of Kittery, and PYC with the Senators' representatives present.

At this point in the meeting, Capt. Gingras made a motion to move to Executive Session to discuss options and plans relative to the moorings in Kittery. The motion was seconded by Commodore Gebow and passed by all.

After returning from Executive session, it was MSP to accept the Rear Commodore's report.

### **VICE COMMODORE REPORT, V/C Christina Weller**

Summer is well underway, and our members have been enjoying the Club. Our events have been well attended. The Pre-Cruise Dinner, hosted by Cruise Directors Frank and Vernita Gage, had an enthusiastic group looking forward to the August cruise. Our Music Night, hosted by Dave and Marina Meade, again turned out to be a fun evening. Our first Lobster Bake, put on by the Propeller Club, had a sellout crowd. The 17th Thornton Cup was held on a beautiful Sunday afternoon. On the 4th of July, the Grapers and Crew served us another delicious breakfast. New this year was the Steward's All American Cookout, which received rave reviews.

Thanks to Lolly Fleming, Ann Mowers, and Marilyn and Dave Wajda for hosting the month of June. Jinny Burgess and Frank & Dorothy Cole are off to a great start hosting July.

The hosts for the Closing Dinner Dance have met and started planning for the October 15th Dance.

We have booked the Heritage for a two hour cruise again. This year, the cruise will be earlier in the season (Saturday, September 10) than in the past. We're hoping that warmer weather will lead to a larger turnout. We have until Saturday, August 27 to cancel with a full refund, so we are asking members to sign up before that date.

The August issue of the newsletter went to the printer today and will be emailed to members tomorrow. The August event signup sheets are now at the Club.

It was MSP to approve the Vice Commodore's report.

### **REPORT OF COMMODORE, Comm. Gebow**

With the PYC season in full swing, it is gratifying to see many "new members" at the various functions. I am especially pleased to see children around the club. We may not be totally geriatric!

**Sound Reduction:** We have received and installed the final three "Ceiling Cloud" panels for the bar area. I have sent pictures of this installation to the supplier, Netwell Inc., at their request. I have asked that they provide advice on sound reduction in the main room.

**Staff and Steward:** The Flag Officers have completed a formal meeting with Jerry Goldfarb. The subjects discussed covered the full range of issues involved in managing the daily affairs of the Club. We once again emphasized to Jerry that he has the full backing and support of the Flag Officers and BOD. I have made it clear to staff members that policy comes from the Flags and the Steward is speaking for us when directing them.

**Equipment and Floats:** The VHF in the Eastern launch failed and was replaced. The smaller gas grill succumbed to old age and has been replaced. The larger was dismantled and cleaned to include burner jets. More BTUs, I hope!

I spoke with Scott Dyer at Custom Floats on 11 June. He apologized for not completing work on our distorted main float face (promised in June). He assured me, however, that we are on "the list".

**Membership:** Our membership is currently full. We have six applications awaiting Membership Committee action. All are now eligible for interview, which will be accomplished in subsequent weeks. No interviews were conducted in June. There were various reasons. Among them was that Judge Nadeau was hiding in Indonesia! The Committee is now planning interviews on 20 July.

After discussion, it was MSP to approve the Commodore's report.

### **OLD BUSINESS**

#### **1. Subscription to Yachting Club of America - Commodore Gebow**

Commodore Gebow mentioned that he received two letters with names of about 40 people regarding privileges which membership in the Yachting Club of America provides. Capt. Gingras said a couple of members told him they were refused entry at a yacht club because they could not produce proof that PYC belongs to the Yachting Club of America. He found, however, that we are listed in the 2011

membership directory. He said he has never been refused entry to any yacht club, including some in Asia. Commodore Gebow added that the cost of membership in Yachting Club of America has increased from \$400 to \$500 a year. After discussion among Board members, it was agreed that the cost of membership may not be justified. V/C Weller suggested that BOD members contact some yacht clubs and find out what they require for use of their facilities. Also, members can be called to find out which clubs have refused them. Commodore Gebow agreed, and said we could organize calls among members to do some research.

In the meantime, as always, the Secretary will provide a letter of introduction to members who request it, stating that they are members of Portsmouth Yacht Club.

## **NEW BUSINESS**

### **1. Point of Sale Program - Dan Gingras**

Capt. Gingras mentioned that he had sent an email to BOD members detailing estimated costs of a Point of Sale system. He said he has a copy of QuickBooks Point of Sale, which is normally \$999, which he could donate to the club. The hardware to run it, however, would be \$809. Also, a card reader would require payment to a bank for processing services. He has a demo version of the software which appears to be relatively simple to use.

Capt. Leto said the inventory feature would be a good asset to see how much fuel is left in tanks. He added that the daily dock revenue summary done now is manual and very labor-intensive, probably one labor hour per day. There are times when staff stays after hours to produce the report. The POS system would provide the report automatically at the end of the day. Capt. Leto said the economics of the POS system are compelling.

Commodore Gebow asked how robust the hardware (laptop) is and whether automatic corrections are made for errors. Capt. Gingras said laptops could take the wear and tear and correction for obvious errors is inherent. He added that the system would track discounts, who our biggest customers are, etc. Capt. Leto said it could be used to track names, boat names, and discounts and provide reconciliations with numbers at the gas pump to catch discrepancies.

Treasurer Karcher asked how quickly staff could be trained. Capt. Gingras said he could learn the system and train the staff. Capt. Clement said it might not be a good idea to switch in the middle of the season, and it was agreed that, if the system is purchased, we should begin using it at the beginning of the 2012 season.

Commodore Gebow asked for the general feeling about the system. Several favorable comments were made.

Capt. Leto made a motion to authorize up to \$1000 to install a POS system at the dock house. The motion was seconded by R/C Goldberg and was passed by all.

### **2. Mooring Trade Request from Members Peter and Kareen Worrell - Commodore Gebow**

Commodore Gebow said that he has received a request from Capt. Peter and Kareen Worrell to swap their mooring in Hart's Cove for the PYC mooring most downriver. The Worrells would benefit from this swap because use of the PYC mooring would place their boat in front of their house. PYC would benefit from this by obtaining a mooring in a more protected location with less tidal flow and more wind protection. Capt. Worrell has specifications for his mooring (a 7000 lb mooring).

Commodore Gebow stated that the PYC mooring in question is for transients. V/C Weller said that Hart's Cove would be more comfortable for transients. Capt. Clement said that the mooring swap would have to be approved by the Board of the Pease Development Authority.

Commodore Gebow asked the Board how they would like to proceed with the request. The consensus was to explore the possibility of a swap with the Port Authority. Commodore Gebow offered to contact the Port Authority.

There being no further business to discuss, the meeting was adjourned at 8:15.

Respectfully submitted,  
Carole Cartnick, Secretary