

RBSA Board Meeting Minutes 9/4/2022

Meeting called to Order 1120.

Board Members present: Jim Knab, Rob Davis, Kingsley Blasco, Don Walbrecht, Roger Anderson, John Matarazzi, Neil Sands, Steve Black, Dick Steinle, Sam November, Marie Murray, Dave Stock, Bill Colgan, Jeff Hastings.

Club Manager Greg Holochwost. Club members Kathy Thompson, Terry Jaywork.

July 15, 2022 Minutes approved

Officer Election: Call for Nominees for Commodore. Kingsley Blasco Commodore, Jim Knab Vice Commodore, Marie Murray Treasurer, Jeff Hastings Secretary.

Commodore's comments: As a Board there are 3 key things we need to focus on. Keeping the club liquid, managing our programs, and representing our membership. Lately some Board members think that this club can't function without them. They are overstepping their bounds.

RBSA was established back in 1963 well before mostly every Board member here and will continue to be here when we are all gone. Nobody is irreplaceable.

Insurance; it turns out that we are really underinsured. I'll be meeting with the insurance agent in October.

Election Results: Cathy Thompson will Join the board in November, Returning Members, Kingsley Blasco and Jeff Hastings

Member resigned: Steve Black Resigned his position on the board effective November 2022. Marie Murray was nominated to take Steve's place. Marie accepted and was accepted unanimously by vote. Many commemorative comments were offered for Steve's service to the club and his willingness to stay on the Finance Committee: Marie offered that Steve will be a real asset to her on the committee as we move the club forward.

2023 Executive Board:

Commodore: Kingsley Blasco

Vice Commodore: Jim Knab

Sectary: Jeff Hastings

Treasure: Marie Murray

Board Reports: Prior to the reports being presented several comments were brought forth encouraging the board to keep the programs “Liquid”. Comments aimed to remind the board to keep a level of civility and decorum as we work together for the good of all members.

Treasures Report: Accepted **unanimously:** Marie announced that Billing is now online for members to see what they owe. Marie is also looking for members to make up a Finance Committee.

Managers Report: I believe most would think this year was very successful. Our net income is currently over \$100,000 and should end the year in a very good position. Currently, our cash on hand situation is far better than it has been in many years and our membership has continued to grow.

Membership and sailing school revenue are largely responsible for our current excellent condition. Sailing school revenue finished 27% over budget. We also did a three-week test project with an afternoon camp for three weeks. This test was in conjunction with RBCC and their children. Based on input from the children, parents and RBCC, it was very successful and we will be meeting with them over the off season to devise a recommendation for a full program next season. A few thousand dollars in additional revenue should be gained through late payment of fees and boat storage.

Boat rentals is the only revenue source to fall short of budget. The principal reason is the weather. While we have a beautiful summer, many days had too little wind or too much or threatening weather. Unfortunately, many of these days coincided with high rental days that had to be cancelled.

Sailing Chair: Don offered that we are looking into an all Women’s sailing program. Details will be worked out as we move into 2023. Don reported other updates for club boats and racing programs.

Membership report: Members that joined in 2022: 29 Total
Regular: 22, Associate: 7
Total 2022 Membership YTD
Regular: 147, Associate: 37, Sustaining 12
Members we lost 2022: 15

Continue to work closely with Club Manager to update membership list as needed. Some coming from the sailing school and the Rehoboth Beach Country Club folks.

Buildings and Grounds: Ongoing Programs to improve the club and services to Members.

There will be a budget meeting sometime @ October 15th.

Sam November gave a very detailed and well thought out presentation for a ramp to be installed for members to use. Discussion centered around previous commitments and the cost of the ramp. No vote was taken, and the Commodore said he planned to schedule a special meeting to discuss/vote on the ramp option.

Programs and Services: Club events will see some new faces involved in planning and bringing members together for social events.

Administration: Neil Sands discussed the election results. Neil received much congratulation for his efforts in putting the elections together now and in previous years. Thank you Neil for all you do! Neil discussed involving our administrative assistant's involvement and responsibilities moving forward. Praise for Neil's efforts for bringing on and working with our Administrative Assistant, Kristin Richelderfer.

Marketing & Communications: Creating and maintaining a directory of all RBSA members has been on our wish list for many years. The idea behind a directory is to enable better communications between our members fostering comradery and a greater sense of belonging, especially with our newer members. However, finding a practical way to implement a directory that preserves privacy while facilitating communications between members has been elusive, until this year. Steve Mann, an RBSA member who recently joined the club, introduced us to a tool that we felt would provide the means for members to connect with one another without "advertising" personal contact information. Working in conjunction with Steve, we launched the tool, called the RBSA Discussion Group this spring. Whether someone is looking to crew, or looking for crew, help with a repair, selling their boat or any matter related to sailing/kayaking at RBSA there is now a means connect with other members who have joined the RBSA Discussion Group. Members can opt in or opt out at any time. All emails going through the discussion group are monitored by an administrator to ensure communications are appropriate and abide by the guidelines established for the RBSA Discussion Group. Want to join or learn more? Contact us at info@rbsa.org and put RBSA Discussion Group in the subject line. Our special thanks, again, to Steve Mann for his help bringing this new feature to life. We also ran another on line sale of RBSA sporting apparel as part of our ongoing promotional campaign

called "Sail the Bay at RBSA". This was similar to the campaign we ran last year and was brought back again by popular demand. This year, 86 items were ordered. We continue to oversee club communications (web site announcements, Facebook and emails) to ensure clarity and appropriateness. Keeping members informed is important but, at the same time, we try to not to overwhelm members with too much information. We also advertised in the Rehoboth-Dewey Beach Chamber of Commerce Community Bag. We produced a 4 x 9 rack card to be placed in the Community Bag and be distributed to all new communities. In addition the rack card has been placed in the lobbies of the local hotels.

Old Business: Greg Holochwost is meeting with the Rehoboth Beach Country Club manager to work out a reciprocal agreement between the two clubs.

Dave Stock and Jim Knab are working on quotes for a new South jib crane. Cost would be between 15 - 20 thousand dollars.

Tabled Motion for By-law change, By-law 4b & 4e was voted on. **Motion failed**, 7 for, 7 opposed.

Fall work party on 10/12 9:00AM. We'll be removing the utilities along the Bulkhead in preparation of the new bulkhead.

Annual Banquet will be Saturday 11/12 at the Lewes YC.

Closing Comments: Cathy Thompson received a warm welcome to the board.

Next meeting scheduled for November 5 at 1030 at the Milton Library.

Meeting Adjourned: 1310.