



LMSRF BOARD OF DIRECTORS MEETING
MARCH 10, 2007
11:00 A.M.
MUSKEGON YACHT CLUB
MUSKEGON, MICHIGAN
(DRAFT MINUTES)

A. CALL TO ORDER: Commodore Joe McGinnis called the meeting to order at 11:01 a.m. at which time there was a quorum present. Introductions were made of Board members and employees of Eurich Management Services.

B. APPROVAL OF MINUTES:

The minutes of the November 12, 2006 meeting were amended and approved as follows.

- The November 12, 2006 meeting was duly noted as a “Combined Directors & Annual Meeting”.
- Under Council Reports it was noted that the Offshore and One Design Councils met and held elections.
- Corrections were made to the minutes of the Board of Directors Special Meeting that was held on January 27, 2007. Stan Bailey, secretary for that meeting will make the necessary corrections.

C. COMMODORE’S REPORT: Commodore Joe McGinnis

1) The management team of Eurich Management Services was introduced and Commodore McGinnis thanked the transition team for the many hours spent interviewing and selecting an out sourced management firm to work with LMSRF.

2) Gene McCarthy was thanked for all of his help at the Strictly Sail booth.

3) **Don Glasell’s Retirement** - Don Glasell is retiring as the LMSRF Executive Secretary. The LMSRF Board would like to recognize him for all of his years of LMSRF/Area III involvement. It was agreed that a stand alone party would be the best venue in which to accomplish this. Monetary donations to Don will be solicited. A working committee of Commodore McGinnis and Gene McCarthy will investigate the most cost efficient and appropriate way to achieve this.

4) **Executive Secretary - Motion made, duly seconded and passed** - “To appoint Donn Eurich to the position of LMSRF Executive Secretary as of February 15, 2007.”

5) **US Sailing Spring Meeting** - Don Crandall will represent LMSRF at the spring US Sailing meeting. There will not be any reimbursement for expenses.

D. ELECTIONS & APPOINTMENTS: Commodore McGinnis

Motion was made, duly seconded and passed - "Don Thinschmidt's resignation as Vice Commodore at Large is accepted and he be appointed as a LMSRF Director at Large."

Motion was made, duly seconded and passed - "Linda Orlow be appointed Area V Vice Commodore."

Motion was made, duly seconded and passed - "All Club and Individual memberships received to date be approved for LMSRF membership."

E. TREASURER'S REPORT: Nancy Glover

Nancy distributed the LMSRF Balance Sheet as of December 31, 2006. A lengthy discussion followed regarding the financial status of LMSRF. The end result is that LMSRF lost approximately \$11,000 in 2006. We currently have \$1,000 in savings. We need to act now in order to make LMSRF financially sound. The Board was strongly urged to exam all avenues of cost efficiency in regard to the 2007 budget.

1) Financial Statements - The LMSRF Profit & Loss sheets for January through December of 2006 and the proposed 2007 Budget were distributed. Adjustments need to be made to the proposed 2007 budget in order to make it a balanced budget. The following discussion points were made concerning the statements and how we can cut LMSRF costs in 2007 and in the future.

- Postage will be less this year because the LMSRF Yearbook will not be sent priority mail.
- Publication costs will be split between LMSRF and Area III.
- Newsletter costs will be the responsibility of LMSRF.
- LMSRF owes Ron Goldstein \$1,600 for accounting services in January and February of 2007. We will not require his services in the future.
- There will not be any rent or utility expenses for the remainder of 2007.
- Eurich Management Services will check into the cost of Credit Card Service Charges.
- The Offshore Council will have an expense of \$400 to repair the team trophy.

Motion made, duly seconded and passed - "To accept the Treasurer's Report as presented."

Copies of all LMSRF Financial Statements are available through the LMSRF office.

2) Increasing Revenue -

The following ideas were generated as a means of increasing LMSRF revenue.

- Glenn McCarthy will chair a committee that will explore the possibility of putting the LMSRF Yearbook on our web site beginning in 2008.
- In 2008 a hard copy of the LMSRF Yearbook would be available for \$20.
- Charge more money for ads in the LMSRF Yearbook. Make them larger and more decorative.
- Include ads in the Newsletter and on the web site.
- Eurich Management Services will establish a price structure for ads and email it to the Board.
- Actively pursue more LMSRF members and member yacht clubs.

- Increase membership fees.
- Decide on a LMSRF logo.
- Develop a line of LMSRF merchandise and clothing to sell to members.
- Move some of the money we earn from the sale of donated LMSRF boats into the operating budget. This has been done in previous years.
- Develop a Crew membership.
- Develop more programs for non-racing LMSRF members.
- LMSRF will develop seminars to be held at various yacht clubs. These would include rules, safety, racing, etc.

3) Membership Fees -

- There are currently 275 members that haven't renewed their LMSRF membership for 2007.
- All membership fee structures need to be increased immediately.

Motion made, duly seconded and passed - "Increase membership fees \$15 per category except for Associate and Life membership categories. Effective 3/10/07 at 12:00 a.m."

F. ENDOWMENT FUND REPORT: Dave Radtke

Absent. Donn Eurich distributed the Endowment Fund report. The 2007 contribution to the Grants-in-Aid Fund will be \$14,833.03. The unspent 2006 Grants-in-Aid funds will be returned to the Endowment Fund.

Motion made, duly seconded and passed - "To accept the Endowment Fund report as presented."

G. EXECUTIVE SECRETARY REPORT: Donn Eurich

1) LMSRF Operations - Eurich Management Services has been working with LMSRF for approximately three weeks. The transition has been smooth. An effort will be made to locate the CD with the LMSRF Procedural Manuals on it.

2) Race Scoring Administration - The current scoring system that is in place will be used for 2007. Several practice race scorings will be done before the season begins.

3) Yearbook & Racebook - Jim Gignac is working with Nancy Hawkins on compiling the Yearbook. The goal is to have it distributed by May 15, 2007. Nancy will solicit additional advertising fees from advertisers asking them to be a "sponsor" of LMSRF. The possibility of banner ads will be explored for the Yearbook. The cover and logo will be updated. Information will be included in the Yearbook soliciting Crew email addresses.

4) Membership Solicitation - Kelsey Gregory will be sending out a LMSRF mailing. Included in the mailing will be a cover letter from Commodore McGinnis and Donn Eurich, a dues renewal form and information about the Best of Lake Michigan series from Gary Hendrickson. The LMSRF "Sounding Board" that will work with Donn Eurich will consist of Commodore McGinnis, Stan Bailey and Don Thinschmidt. Any items that have budget implications will be discussed with them.

5) Member Services - Several possible LMSRF logo designs were distributed. Input was solicited from the Board. Eurich Management Services will fine tune the selected logo and get input from the Board before proceeding with logo development.

6) Newsletter - Articles for the next Newsletter are needed. All area Vice Commodores were asked to submit an article for the Newsletter. It will also include a Commodore's Report, Safety Tips and Racing Information. Dean Cady will be asked to write a Grants-

in-Aid article. All articles are due to Nancy Hawkins by March 31, 2007. There will be three LMSRF Newsletters printed per year.

7) **Merchandise** - LMSRF will sell merchandise with the new LMSRF logo on it to members. A variety of clothing and specialty items were looked at. More discussion will be held pertaining what to sell and how to order items.

8) **Committees** - The following committees and committee members will be liaisons to Donn Eurich.

- Membership - Glenn McCarthy, Bob Harvey and Gary Hendrickson
- Communications - Jim Gignac and all area Vice Commodores
- Education - Joey Harris
- Revenue Enhancement - Stan Bailey and Don Thinschmidt

H. COUNCIL REPORTS:

1) **Offshore** - Gary Hendrickson

Gary distributed information concerning the Best on Lake Michigan PHRF Championship Series. In 2006 fifteen boats participated in the series. Gary is working on promoting it for 2007. The team racing trophy needs repairs. Gary estimates that it will cost about \$400 to repair. He will get several repair bids. Cliff Black will run a Rules Seminar at Racine Yacht Club on April 14, 2007. J24 Match Racing will be held at Sheboygan Yacht Club on J24s on June 10, 2007. Two teams will be selected to represent Lake Michigan in the Richardson Competition from this racing.

2) **Youth Council** - Joey Harris

Joey reported that the Bemis & Smythe series will probably be held at Columbia Yacht Club. The date has not been determined. The Midwest Youth Sailing Association has disbanded. MYSA would like to become affiliated with LMSRF in the future. Their web site information will be added to the LMSRF web site.

3) **One Design** - Gene McCarthy

Gene will give a report at the June meeting.

I. STANDING COMMITTEE REPORTS:

1) **Grants-in-Aid** - Dean Cady

Absent. Donn Eurich distributed Dean's report. \$8,205 was distributed in 2006. An additional \$1,000 has yet to be distributed. \$14,833.03 has been approved for grants in 2007. Board members were asked to remind LMSRF members that grant distribution criteria is listed in the LMSRF Yearbook. We need to actively promote the distribution of these funds.

Motion made, duly seconded and passed - "To approve the Grants-in-Aid report as presented."

2) **Membership** - Donn Eurich

Gene McCarthy suggested LMSRF should consider offering a seminar for yacht club managers about the "on the land" logistics of running a regatta.

3) **Publications** - Donn Eurich

Previously covered under the Executive Secretary Report.

4) **Championship** - Bob Pegel

Absent. No report.

5) **Measurement Rules** - Tom McIntosh

Absent. Commodore McGinnis gave the report for Tom. The measurement rules will be the same rules that were used in 2006. Paul Ansfield will be joining the Measurement Rules Committee.

6) Appeals - Bob Sargent

Absent. Donn Eurich distributed Tom's report.

Motion made, duly seconded and passed - "To approve the Appeals report as presented."

7) Race Management - Bob Pegel

Absent. Nancy Hawkins presented Bob's report. US Sailing will hold a basic Race Management clinic at Chicago Yacht Club on March 31, 2007. There will be an advanced course offered at Columbia Yacht Club in October.

Motion made, duly seconded and passed - "To approve the Race Management report as presented."

J. FUNCTIONARY COMMITTEE REPORTS:

1) Donations - Glenn McCarthy

Glenn reported that the Star boat was sold for \$2,000. There haven't been any new boat donations to report.

K. OLD BUSINESS:

1) LMSRF Web Site - Donn Eurich

The current web site needs a lot of upgrading. This will be done in the future.

2) Crew Membership - Jim Gignac

Motion made, duly seconded and passed - "LMSRF develop a \$10 Crew membership category for non-boat owning individuals." The benefits of this membership will be considered at a later date.

3) Revenue Enhancements -

Previously covered under the Treasurer's Report.

4) Strictly Sail - Gene McCarthy

Gene thanked Bob Harvey and Gary Hendrickson for all of their help at Strictly Sail. We need to have a double sized booth each year at the show.

5) Service Provider Sub-Committee - Glenn McCarthy

Glenn gave a sub-committee report that included the following:

- The LMSRF Captain's Emporium office has been closed.
- Phone has been disconnected.
- Mail is being forwarded.
- The web site registration has been converted to LMSRF.
- Bank account information has been forwarded to Eurich Management Services.
- Bank accounts signatory information has been updated.
- LMSRF records are being sorted.
- The last seven years of LMSRF tax records, deeds, and accounting information are currently at Glenn's house.

L. NEW BUSINESS:

1) 2016 Olympics - Glenn McCarthy

Glenn updated the Board about the Chicago bid to host the 2016 Olympics. On April 14, 2007 a decision will be made about the US entry. In 2009 the hosting country will be identified. At the June Board meeting the Board will discuss the possibility of forming an ad hoc LMSRF Olympic committee.

The meeting was adjourned at 3:17 p.m. The next meeting of the LMSRF Board of Directors will be held at Milwaukee Yacht Club on June 29, 2007

Respectfully submitted,

Helen "Cookie" Mueller
LMSRF Secretary