



Annual General Meeting

Minutes

November 9, 2015

Stoney Creek Town Hall

Call to Order:

Commodore Jack Book called the meeting to order at 7:35 PM.

In addition to the Commodore, the following Board Members were present:

Roger Cox

Michael Rushton

Alfredo Domingo

Maria Tansley

Brian Goodbrand

1. Regrets: Bill Valcour

2. Quorum: With approximately 75 members of the General Membership in attendance, it was deemed the requirements of a Quorum had been met.

3. Commodore's Opening Remarks:

- The Commodore opened the meeting by thanking the Membership for their attendance. Housekeeping Remarks included: reminding the Membership of a post meeting gathering at Mustangs and advising the purpose of the meeting was not to discuss individual concerns which would be better addressed by Members speaking with individual Board Members at another time.

- Highlights of a historic review: The Commodore gave the Members a review of where we were. In Feb 2012 the Club raised \$400,000 from EMRs and \$250,000 from seven Investors to create the Newport Yacht Club, buy the marina and pay for dredging. In September 2013 the Club recorded an expected loss of \$37,000. In September 2014 the Club had Cash on hand of \$75,000. As of September 2015, the Club had an increase in revenue of \$29,000 and due to dredging savings and other cost saving initiatives, cash on hand is \$136,000. Of most importance is the Club does not owe any money to any banks.



- Dredging has been the largest expense since 2012, with over \$300,000 spent. That being said, dredging in 2015 only amounted to \$45,000. Reported depths as of Sunday November 8, 2015 were comparable to last year and it appears we may be able to incur minimal dredging costs next year. The savings will be used to pay for infrastructure updates and for reducing the debt to the Investors.
- Membership has increased from 103 in 2012 to 193 today. Many of the Members are Social Members which creates a sense of "Community." But the Club really needs more Boating Members. Yacht Brokers and other boat sales people will be approached to display their boats for sale in the harbour.
- Facility Ownership. The Commodore advised the NYC SC is one of only three clubs in Ontario that owns and therefore controls their property. Future control is in the hands of the membership.
- The important goals of the Club are to protect the home values and continue to enhance the lifestyle of the neighbourhood surrounding the Harbour. To that end, three homes were sold recently and the new owners acquired EMRs. (EMRs provide the Club with a loan which has no pay back date specified.) The Club currently has 61 EMRs. Lifestyle events last year included Mix & Mingles, Regattas and a Poker Run. John Gallagher and Judy Diamond were recognized as "Poster Kids" for our lifestyle. These events could not have happened without volunteers. The Commodore thanked the Volunteers for their work.
- Original Investors - The Board asked for and received a two year extension on the payoff date of the Investor Loans. Total Loan Principal was reduced to \$226,000 last Spring and a further reduction to \$200,000 may occur in the Spring of 2016 depending on Dredging and Winter Storm Damage requirements. The Annual Investor Meeting was held last week. The Investors were very pleased with the payments and the stability of the Club. They were very enthusiastic about the future of the Club, considering how far the Club has progressed. Their meeting ended with a Loan Payout Extension to Dec 2018. The Commodore thanked the Investors for their continued support, which was given a standing ovation by the Membership.

4. Treasurer's Report:

- The Treasurer Michael Rushton introduced the Accountant Richard Krummenacher of Deeth and Company LLP. He then discussed the financial



highlights of the past fiscal year. Last year was the first year the NYC SC made a profit. Our debt to the Investors was reduced by \$39,000.

- Under "Other Income" the Treasurer recognized Mr. Scott Harrop for forgiving the \$5,000 fence loan he had made. For other details, please see the Financial Report published in "Scuttlebutt."

- The Treasurer introduced the Members of the Finance Committee and thanked them for their excellent work.

- Fees for 2016 – There will be no change to the docking fees of \$52.50 per foot for EMR's and \$68.25 per foot for Patrons. Annual Dues will increase by \$50.00 for all Membership Classes to help pay for aging infrastructure improvements.

- Need More Boaters – The Membership was reminded the NYC SC needs more boats and boaters. To that end, they were encouraged to talk to their boating friends about joining us.

- Motion to approve the Financials for the last fiscal year was made by the Treasurer. By a show of hands, the majority of Members approved the Financials.

- Mr. Richard Krummenacher of Deeth and Company LLP reported on the Financials of the past year.

- Motion to retain Deeth and Company LLP as Accountants for the Newport Yacht Club for the 2016 Fiscal Year was made by the Treasurer. By a show of hands, the majority of Members approved the appointment.

- Treasurer's full notes attached.

5. Standing Committee Reports

a. Membership:

- The Vice Commodore Membership, Roger Cox, advised the NYC SC has an issue with retention. In 2014 we had 60 EMRs and 68 Patrons. Last year we had 61 EMRs and 64 Patrons. The Membership was asked for feedback to find ways to improve our retention.

- The Membership and Insurance Confirmation files have been converted to Computer Records.

- Greg Jordan was recognized and thanked for showing the rest of the Club the positive activities of the Sailors involved with Sailboat Racing.



- The Membership was reminded the Parking Lot Gate will soon be powered off and locked until the beginning of next Season.

b. Property:

- The Vice Commodore Property, Brian Goodbrand advised major electrical issues were repaired last Spring. This led to the discovery of other issues with the Floating Docks which will be addressed next year.
- An Erosion Issue along the walkway from the Club House to the Board Walk was successfully repaired.
- Winter Storage of Boats is being offered this year. Only a few boats have been stored so far due to a late start in announcing this initiative.
- Plans for next year also include a close look at the large green transformers behind the Club House with a view to replacing them with more energy efficient transformers.
- The Vice Commodore closed his remarks by thanking those who volunteered and assisted with the necessary repair work.

c. Marketing:

- The Marketing Director Maria Tansley recognized and thanked the Members of the Marketing Committee for their great energy and enthusiasm.
- Marketing Events last year included the Open House and the Hamilton Boat Show. Both events raised the profile of the NYC SC among Boaters and members of the industry.
- The Marketing Committee also developed fliers, and put listings in both the Ontario Boating Guide and Ports Book. The Club also has Social Media presence on both Facebook and Twitter. The Marketing Director expressed her thanks to John Wybenga for his activities in Social Media and asked the Membership to share the NYC SC Face Book page with friends.

d. SOCIAL:

- The Director responsible for Social and On Water Activities, Alfredo Domingo, reported we had a fantastic Closing Party. He recognized and thanked the Members of the Social Committee for their work.



- The next event will be the Noel Brunch. Get your tickets early to avoid disappointment as seating is limited for this usually sold out event.

ON WATER ACTIVITY:

- We were reminded of the great Sailboat Racing which occurred Tuesday and Thursday evenings.
- G.H.Y.R.A. - The Club did a great job again this year, which showed the western Lake Ontario sailboat racers what a great Club we have. Sixty boats participated this year. The NYC SC was again voted as the Best Party of the Regatta.
- Reciprocal – The NYC SC has Reciprocal Privileges at almost 90 yacht clubs. Members are reminded to fly the Club Burgee and always carry their Membership Cards when visiting other Clubs.
- Club Cruises were successfully carried out to N.O.T.L. and Toronto Island.
- The Peaches and P.H.R.F. Regatta and Poker Run were very successful events.

Election Results:

Director Maria Tansley and Vice Commodore Bill Valcour have chosen to not stand for re-election. On behalf of the Club Members a sincere thank you was extended for their contributions.

Four positions were acclaimed as follows:

- Commodore – Barry Stringfellow:
- Vice Commodore – Membership – Roger Cox
- Vice Commodore – Property – Brian Goodbrand
- Secretary / Treasurer – Michael Rushton

There were 3 Director At Large positions available for election and there were 6 nominees for these positions as follows:

- | | |
|------------------|------------------|
| Dean Cole | Carolyne Garland |
| Michael Daniels | Joe Rosart |
| Alfredo Domingos | John Wybenga |

Under the scrutineering supervision of Scott Harrop and Robin Campbell, the following were elected to the Board of Directors: Alfredo Domingos, Carolyn Garland, John Wybenga



The new Commodore was not able to attend the AGM since he was celebrating his 40th anniversary out of the Country. Michael Rushton made the following comments on his behalf:

- Commodore Stringfellow is looking forward to the coming season.
- The challenge will be to build membership.
- Thank you to the past Board Members and to the Nominees who put their names forward.

Q&A:

Q. Why is there a requirement that the majority of Board Members own a property on the Harbour?

A. Please refer to the NYC SC bylaws. This was done to protect the interests of the property owners living on the harbour as their home values would be most affected if the Harbour was lost. This bylaw was reinforced by the Bylaw Review completed last Summer.

Q. What must be done to amend the Bylaws?

A. Mechanism is contained in the Bylaws.

Q. As membership will always be an issue, a possible idea to promote growth would be to offer a "trial membership".

A. We currently have programs in place such as waived initiation fees and a Referral Program.

Q. Where should members email marketing suggestions?

A. It will be the responsibility of the new Commodore to appoint someone to oversee the activities of the Marketing Committee. Meanwhile such suggestions should be sent to the Treasurer Michael Rushton.

Q. Access to Beach on East side of Harbour Entrance – The NYC SC owns this Beach. Can we access the beach on foot or is water access the only way to get to the beach? The Member asked to see the Agreement made between the Condo Association and the NYC SC.

A. Access to this beach is by water only, to respect the privacy of the Condo Owners.



Q. Would we consider using Security Cameras for boats stored in the parking lot?

A. No, unless we increased the cost of winter storage to pay for the security cameras.

Closing Remarks:

The Commodore closed the meeting by asking that the Members not take lightly the duties of their Membership in the Club. We all own it and therefore our votes are important in deciding its future.

9. Adjournment:

The meeting was adjourned at 8:58 P.M.

A FEW WORDS FROM THE Secretary Treasurer – Michael Rushton – Nov. 9, 2015

Good Evening – I trust you have received the Financial Statements as published on our Web-site in advance of the AGM.

2015 was a significant milestone in the life of NYC – SC. We had the a Profit of \$28,787 vs. a loss in all prior years –

On page 2 – the balance sheet; in this calendar year by Dec. 31, we will have lowered our debt by \$39K and this is the first time we have repaid debt.

Significant changes in Revenue – Page 3 in the financial statements

☑ Donation of \$5,000 by Scott Harrop

☑ Volunteer commitment enabled higher revenue from: Social Committee, Regatta's and also from our first Poker Run for Power Boats –

Expense Changes: Page 3 in the financial statements

☑ Dredging expense was the lowest in 4 boating seasons - \$50K less than last year

☑ We did have unbudgeted repairs on our underground wiring leaving the transformer

☑ Utilities expense is higher due to timing of bills – 11 in 2014 – 13 plus an accrual in 2015

This is very positive news. Dredging is a variable controlled by mother nature and we do our best to get competitive rates for this service.

As a not for profit private club – our only source of financing and cashflow is from our membership. We do have long term debt and we do need to continue to pay



interest and principal on this. Our debt is held by a group of 7 generous investors who helped start this club. In 2012 and continue to have money invested.

- 2015 is also the first year for a finance committee creation
- Committee Members - 3 men – 3 women – 3 harbour residents and 3 non-harbour residents with extensive business experience in many disciplines, sail & power boaters
- Mandate, reviewed in Feb. 24 board minutes:
 - improve upon the club business plan (accepted in 2014)
 - explore and investigate ideas to improve club's financial state
 - ensure long-term sustainability as well
 - explore alternative financing solutions to lower debt costs
 - Create a financial component for the club strategic plan
- Thank you to the members of this committee: Anne Louise Tindall, Cindy l'Anson, Shirley Rushton, Mike Daniels, Peter Martin, & me.

2016 Fees

I have received a number of emails requesting early billing for 2016. I have not sent out any invoices yet as I wanted to share with you the 2016 rates.

The fee per boat model length is unchanged as on the Web-site EMR \$52.50 & Patron \$68.25

We have very good club facilities as I see it having travelled to many clubs around the lake.

This is an aging infrastructure however and we do need increase our fees to support property maintenance.

We are increasing the dues for 2016 by \$50 per member – all classes equally increase – dues will be \$175 for boating members and \$150 for Social Members – this is less than a \$1. Per week increase and we believe the majority of members will support this.

I will email those who have requested early billing for 2016 – the club has sufficient cash in the bank and dues arriving on April 1 are perfectly acceptable and will give \$50 more for the club than early payment.

Membership Growth is the key to long term financial health at Newport –this was identified when the club was formed and also re-enforced by the many meetings with the finance group. We have been stable in the number of boats – however each year we have significant turnover.



The most effective way you can help the club is to promote Newport as a great club and invite people you meet in the off-season to consider joining us in 2016.

I am certain you will hear this theme from a number of the board presentations – we have a great club and we need to let others know....

Thank You,

At this time I would like to introduce Richard Krummenacher of Deeth & Co. Chartered Accountants who have again completed the review of our financial statements again in 2015 as they have in past years.

Richard do you want to add any commentary?

Are there any questions?