

Lake Geneva Yacht Club
Board of Directors Meeting Minutes

Saturday, July 11, 2020 1PM Central via virtual Zoom video teleconference meeting

Present: John DeCarlo, Commodore
Tom Freytag, Vice Commodore
Chuck Lamphere, Rear Commodore
Ray Wiltgen, Treasurer
Kristin Gannon, Secretary

Directors:
Christopher Gannon
John Kivlin
Anne Brunk Peterson
Ellie Vogel
Roger Lyon

Excused: Bill Barrett, Jordan Gray, Michael Lynch, Christopher Impens, Erick Youngquist

Non-Board Attendees: Michael Moore, Don Holst, Pete Strothman

Start Time: 1:00PM

Document Approval
Minutes of Previous Meeting

Motion to approve minutes from June 20, 2020 made by John Kivlin and seconded by Ellie Vogel. Motion passed.

Officer Reports

Commodore – John DeCarlo

We will need to begin thinking about what the Club will look like the winter and next spring. The Executive Committee will discuss this in the next couple weeks.

Vice Commodore – Tom Freytag

In the past few weeks there has been an increased incidence of COVID-19 positive cases in Southeastern Wisconsin. GLSS recently reported an incidence involving sailing school participants. The GLSS team successfully followed its extensively developed protocols and CDC recommended procedures to address this event. As a precaution the staff of the LGYC have all been sent for COVID testing. Fortunately, they had limited exposure to the positive individuals and all LGYC Staff tested negative.

We have been particularly cautious at LGYC along with GLSS since March in developing the sailing and restaurant program that limits member, employee, or guest exposure to the disease. We will continue the policy of no inside dining and the bar will remain closed. These recent events emphasize the importance of the guidelines that have been set by the LGYC and GLSS boards. We will continue to support the policy of social distancing and mandatory mask wearing on the property. If we can all follow these simple guidelines, we will greatly reduce the risk of spreading the virus on the property. F&B service will continue the screened porch, upper deck

and lower patio. Bar plexiglass dividers will be installed next week but we are not opening the inside in the foreseeable future.

Cranes have been repaired and they are operational. We have been working on the contacts.

Reviewing old and new building and property projects depending on financial status and uncertainty about the future:

- Resurfacing the upper deck
- Additional tractor
- Garage garbage roofing
- Consider retractable awning for upper deck
- Plan for plantings on east side of building #1
- Consideration of a purchase of the Mark Bots

Porter wedding on September 12, 2020 will not be held at the LGYC.

Rear Commodore – Chuck Lamphere

The ILYA voted to continue with the 2020 youth regattas; however, the 2020 A Championship at Gordy's will not be held, and neither will any other ILYA 2020 Championship regattas. Okoboji would like to host the Championship regatta in 2021 then the LGYC would move to 2022 and 2023. This change in our bid from 2021 & 2022 to 2022 & 2023 is preferred by the LGYC. The ILYA X Championship is scheduled at Pewaukee this year and they would also like the regatta next year for their 125th Anniversary. LGYC could get the ILYA X Championships in 2022. It is a different structure and a different set of volunteers than the adult ILYA Championships. It may be difficult to get ILYA X Championship a future year, if we do not accept it for 2022. 2024 is LGYC 150th the A Scow Association would like to have LGYC host the Nationals in combination with the Sheridan Cup race. The Sheridan Cup Board of Trustees would have to address this proposal. The ILYA would like to see the LGYC host the C Invitational in 2021, which is not a large regatta. I have asked the LGYC C Fleet this week if someone would like to be the Regatta Chair. At present, no volunteer has stepped forward. The LGYC would still like to host the MC National Championships in the future and there was discussion of hosting the 2024 regatta, which would also be held during our 150th Anniversary year.

Chuck Lamphere made a motion to make/modify the following regatta bids and Anne Brunk Peterson seconded. Motion passed.

- 2021 ILYA C Invitational
- 2022 & 2023 ILYA Championships
- 2022 ILYA X Championships
- 2024 A National Championships
- 2024 MC National Championships

There will be discussion about the LGYC Melges 24 Fall Regatta, which is scheduled the first weekend of October. Whether to continue with the 2020 regatta considering COVID-19 will be discussed at the next Board meeting.

There is great strength in MC, C and E boats this year. The fleets have grown, and things are looking healthy. Adding the X boats to Saturday morning seems to have helped our F&B Saturday lunch business. Michael Moore confirmed that Saturday lunch interest has increased.

Kristin Freytag and Sarah Lamphere have been working on some new gear for the Club.

There was a discussion about the MCSA changing the wind limits. There will be more follow-up to see if we need to make any change to match the national association.

Chris Gannon notified the Executive Committee by email that the MCSA officially cancelled the 2020 MC National Championships at LGYC.

Secretary – Kristin Gannon

The COVID-19 pandemic has prevented the Board of Directors and membership from meeting in-person due to governmental restrictions and guidance by the CDC around meetings of 10 or more people. There is also some question if we will be able to have our next regular membership meeting in-person, which would be the Annual Meeting of the Club on the weekend of Labor Day.

Kristin Gannon made a motion to update the Regulations Related to Bylaws to address concerns in Bylaw Article V Board of Directors Section 3 Meetings of Directors and Bylaw Article VII Membership Meetings Section 4 Voting related to voting by telephone and voting in-person, respectively, that when appropriate voting can be made using all forms of virtual telecommunication. Motion was seconded by Ray Wiltgen. Motion passed.

The 2020 yearbook is underway. Ellen Bentsen has submitted updates to Michael Moore.

Treasurer – Ray Wiltgen

June 2020 Highlights

Cash

- Today's cash is down \$36K from last meeting (\$206K).

Revenue

- Dues & Initiation fees Actual \$47,724 vs budgeted of \$47,930 (-205)
- Summer Boat Storage Actual \$15,015 vs budget of \$7,875 (+9,285)
- F&B Revenue Actual \$52,452 vs budgeted of \$83,400 (-30,948)
- Total Revenue Actual \$119,361. vs budgeted of \$152,775. (-33,414)

Expenses

- Core Expenses \$65,469 vs budgeted of \$57,919 (7,549)
- F&B Total expenses \$56,970 vs budgeted of \$81,054 (-24,083)

Net Income

- Core Net Income \$1,441 vs budget of \$-1,769 (+3,210)
- F&B Net Income \$-4,519 vs budget of \$14,446 (-18,965)
- LGYC Net Income \$-3,077 vs budget of \$12,677 (-15,755)

Overall cash is flowing and LGYC is ahead of the original budget but losing ground in the Food & Beverage. This should be discussed.

Overall the 2020 budget anticipated an overall YTD loss of \$19,535 and is currently running at a gain of \$16,976 for a positive difference of \$36,511. This may sound fine but keep in mind the budget is done on a very conservative basis.

Cash Account Snapshots

Date	Checking (47201)	Money Market (704058)	Maintenance MM (704122)	Com R/E Loan (190414)	Trend Smaller Negative is better
03/19/20	205,165.96	153,106.53	46,010.30	737,180.54	-378,908.05
04/25/20	220,384.50	153,207.20	46,823.81	727,296.97	-353,705.27
05/23/20	197,887.86	153,301.64	47,635.93	717,278.58	-366,089.08
06/20/20	240,430.01	153,392.99	48,447.59	707,314.02	-313,491.02
07/11/20	206,871.00	153,493.85	49,262.69	697,218.20	-336,853.35

LGYC Treasury Department Working On's

- Cash flow is in the optics.
- How do we turn F&B to be profitable?
- 3rd and 4th quarter adjusted P&L forecast. It is going to be a challenging summer & fall.
- What will the Winter membership look like?

COMMITTEE REPORTS

Membership – Kristin Gannon for Diane Brassel

New Members:

Rick Lyons – Junior

Catherine Tank - Regular

A motion to accept new members was made by John Kivlin and seconded by Tom Freytag. Motion passed.

OLD BUSINESS

No old business

NEW BUSINESS

Manager's Report – Michael Moore

Our food & beverage program has been going rather well considering our situation. Despite the recent heat, members continue to come dine. Our numbers are in line with available seating, albeit down from budget. As we have seen around the area, many restaurants have closed due to positive employee tests. LGYC has been lucky in the sense we have very few employees, some of which are family members. We continually have discussions with staff about being safe when not at work. Because of the recent outbreaks in the area, staff has really come around to understand how fortunate we are, and by being safe we can continue to operate as we have. Our plan is to continue the same path for the time being. At this point we are having discussions as to how we see the restaurant in 3 – 6 – 9 months' time. These discussions, as with all in the past 4 months have included very fluid information. Deciding when to open the inside cannot be taken lightly. Carryout will be pushed hard for the foreseeable future. We are formulating ideas to make the carry-out more attractive as we move into the fall and beyond. Different themed nights, continuation of fish fry Fridays and take-n-bake options are being considered.

Below are our current procedures:

- Sentiment - Increase in local positive tests have restaurants closing due to employee infections.
- Policy Police – We continue to ask members to self-police with staff kindly suggesting members to maintain social distancing when ordering at outside bar. Member adherence to these policies have had minor success.
- Server Requirements – Facemasks are required, gloves are used as needed. Temperatures are taken daily and kept in log. All LGYC has tested negative as of Tuesday June.
- Reservation Policy - Must make advanced and confirmed diner reservations. Tables may be turned; staff will be cleaning tables in between seatings. This has been implemented to keep members sitting down at dirty tables thinking they were clean. Reservations not required for lunch.
- Tables / seating – Max table size is 8 persons. Guest policy has been relaxed.
- Seating Procedure – All tables continue to be first come first take
- Carryout Procedure - Call in orders ahead of time. Pull into club, call. Diner will be brought down to the table or can be picked up by the bar window.
- Food & Beverage ordering Procedure – All food & beverages will be ordered at the bar garage doors. Beverages will be picked up by diners when ready. Food will be delivered to tables. Reorders must take place at bar.
- Restroom Access – Restrooms access will continue the first level with access through north door.
- Handicap Access – Elevator is available to those in need. Notification in advance for use of elevator. Either call or use doorbell upon arrival.
- All indoor service continues to be on hold until further notice.

2020 Racing program is in full swing. The modified program in use this summer has been very successful. We have seen record number of C scows, MC's and M14's hitting the starting line. The M24 and A fleets have been less fortunate when it comes to weather and/or participation. This past week we saw GLSS pull off the #nottaregatta getting in 7 races over Monday and Tuesday. This goes to show you that a bit of creativity can go a long way with keeping our sailors engaged in racing here. Thinking into the future, mini regattas comprised of LGYC only boats can bring some great racing.

The MarkSetBots have been a huge success, aside from a couple instances of rogue Bots taking off on their own. We have been very fortunate to have two veteran boat drivers in Connor and Steve to make this happen. Recently a part fell off one of the bots which made it go rogue. Connor and Steve dug into the Bots, found the issue, we relayed this to the company, and we had a new part the next day. Connor and Steve then installed new part, which wasn't just plug and play, but required drilling holes as the pieces are installed per BOT. The BOTS were back in use the same day in time for Tuesday A scow races.

We had a couple projects planned for this year around the property which were put on hold until we had a better grasp of our financial situation. Coating of the Upper deck and purchasing of a new tractor were big money items, coming in around \$45,000 combined. As we move forward and consider purchasing Race Committee Bots, 5 of which could run into the \$35,000 range, our previous projects may need a second look. We will be moving forward with a couple smaller projects such as securing the dumpster area from critters and devising a plan for plantings on the east side of building one.

At the end of the day, I believe our club is moving in the right direction both in terms of Restaurant procedures and racing formats. We are very visible around the lake and I have heard

nothing but positive thoughts regarding our operation. Making the best out of this undesirable situation has come at some costs, but the overall feeling around the club and the area has me convinced we are putting the correct foot forward.

150th Celebration – John DeCarlo

An email will be sent out to those who had an initial interest in the 150th celebration to contribute photos.

Adjournment:

A motion to adjourn was made by John Kivlin and seconded by Ray Wiltgen. Motion passed.

Meeting End Time: 2:18PM Central

Next Meeting - Saturday, August 22, 2020 1:00pm via Zoom video teleconference

Respectfully submitted,

Kristin Gannon