

FAIRHOPE YACHT CLUB  
BOARD OF GOVENORS MEETING  
Jan 3, 2023, 6:30pm

Board Members present:

PC Dan Herzog, Chairman  
PC Cathy Cromartie  
PC Scott Hartwell  
Bob Knapp  
Ellis Ollinger  
John Cocke  
Montee Montgomery

Board Members absent:

Ex-officio Members present:

Philip Durant, Commodore  
Kay Robberson, Treasurer  
Tracy Hirsh, Secretary

Others present:

John Adams, Vice Commodore  
Jennifer Stanley, Fleet Captain  
Dave Willits, General Manager  
Pat Colvin, Office Manager

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**BOG Meeting Minutes:**

Meeting was held in the Jubilee Room.

The meeting was called to order by PC Dan Herzog.

The new 2023 BOG introduced themselves and ***Bob Knapp made a motion that PC Dan Herzog continue as Chairman. PC Scott Hartwell seconded. Motion passed.***

***PC Cathy Cromartie made a motion to appoint Kay Robberson as Treasurer for 2023. Seconded by Bob Knapp. Motion carried.***

Kay Robberson asked the BOG and Bridge members present to sign three documents: a Statement of Confidentiality, Conflict of Interest and Whistleblower Policy. All BOG and Bridge members present signed and returned the paperwork.

Minutes from the Dec meeting were reviewed.

***A motion was made by PC Scott Hartwell to accept the previous meeting's minutes. Seconded by PC Cathy Cromartie. The motion carried.***

Committee Chair:

The regular session was then called to order by Chairman Herzog.

Guest speakers:

Reports:

Commodore's Report: Philip Durant

Philip Durant stated that he had been at the club all day assessing where we are along with General Manager Dave Willits.

Philip asked PC Scott Hartwell if there was anything we needed to be aware of from December. Scott spoke of the controls/heating strips that failed during the cold spell. All has been repaired under warranty.

Scott noted that we have not yet signed the service contract with ECS.

Philip reported that New Year's Eve went very well: the food was great and patrons were pleased. We are ready to move into January.

Restaurant Manager's Report: No report

Harbor Report:

Bob Knapp noted that there is an uncompleted lift in slip B9. He stated that the lift needed to be completed and the slip put into use or the slip should be given up and reassigned to someone on the waiting list.

Building & Grounds: No report

Treasurer's Report: Kay Robberson

- See attached reports for a review of Nov 2022 financials presented by Kay to BOG
- Entrance fee income is WAY up over budget
- Payroll is over budget for the year
- Operational cash is at \$369,897
- Capital reserve is 20% of dues set aside each year
- Starting in 2023, JRs will be funding half of the Waterfront Director's salary. PC Cathy Cromartie asked if JRs contribute anything toward insurance costs on JR boats. They currently do not.
- Member AR is continuing to improve.
- A close eye is being kept on inventories.
- Looking at Cost of Goods Sold, Bob Knapp asked if we have policies on things like Employee meals. GM Dave Willits spoke regarding cost of goods sold and where we are. [REDACTED] He is looking into our higher numbers as possible integrity issues but states that there are lots of variables to look into to figure out where we are and why. Labor is also high. There could be areas for improvement there. He is looking at 90 days to develop and implement systems.
- Bob Knapp asked two questions regarding the lounge: Do we have a happy hour? And, Do we have a wine list?
- Kay stated that much of the over budget areas on the current report are related to the chiller and related construction.
- There are currently 26 people on the waiting list. A total of 45 bonds have been repaid this year.
- Credit card fees have greatly increased. We need to start charging a convenience fee or a surcharge. A convenience fee is a flat fee. A surcharge is the same percentage as what we get charged. **PC Dan Herzog asked that a committee be formed consisting of Kay Robberson, PC Cromartie, Pat Colvin and Montee Montgomery, to investigate charging for the use of credit cards versus eliminating the use of cards.**

***A motion was made to accept the Treasurer's report by PC Cathy Cromartie and seconded by Bob Knapp. Motion carried.***

Old Business:

None

New Business:

Philip Durant says that Holly has asked for some attention for the Boat Barn. There are safety concerns that need to be addressed before Summer Sailing sessions begin.

PC Dan Herzog asked Philip and Jennifer Stanley to make an evaluation of the building and grounds as soon as possible and email the Board regarding their findings.

For the Good of the Club:

Ellis Ollinger spoke about pool issues and the pool contractor and his statement about the need for a separate breaker for the pool pumps.

PC Scott Hartwell asked the Board to task Long Range Planning with the development of a 5 year plan and asked those present to think about what needed to be included in that plan. PC Dan Herzog asked Scott to serve as liaison between the Board and Long Range Planning.

Bob Knapp brought up the FYC Aux plan to pay for and install golf cart charging at the small parking area. Scott says he already spoke with the Auxiliary and said that the idea had already been rejected and that they had agreed to dismiss that plan.

Philip welcomed new GM Dave Willits and talked about how excited he is to get started.

With no further business, the meeting was closed by PC Dan Herzog.

The next Board meeting will be held Monday, Jan 30, 2023.

***Motion to adjourn was made by PC Cathy Cromartie and seconded by John Cocke. Meeting was adjourned.***

Submitted by Tracy McIntosh Hirsh, Secretary