

**COMMUNITY BOATING, INCORPORATED
REGULAR MEETING OF THE BOARD OF DIRECTORS
APRIL 24, 2018**

MINUTES

The meeting was called to order at 6:32pm at the boathouse with Mr. Kline presiding and recording. Other directors present were Ms. O'Sullivan, Mr. Robinson, Mr. Simiao, Ms. Graber, and Mr. Bates. Mr. Zechel was present in his capacity as Executive Director (ED).

CONSENT AGENDA

The consent agenda was approved. The consent agenda included the following resolutions:

1. The Board approves the Minutes of the February 20th Regular Meeting of the Board.

JUNIOR PROGRAM

Andrew Alletag presented an overview of the Junior Program to the Board.

REPORTS

President

On behalf of Ms. Brudnicki, Mr. Kline thanked the members for attending the Annual Board Retreat in March. He also confirmed the Spring Corporation meeting would be held at the Boathouse on May 23rd.

Treasurer

Mr. Robinson reported overall the only real concern in the March numbers is the Junior Program membership was lagging behind last year and budget to the tune of \$34,000 and \$23,000 respectively. The difference is due to overall lower membership counts, and not a shift in demographics. The adult program and High School sailing are both up and did help to defray the lower JP revenues. We are on budget for net operating income, and \$46,000 behind on prior year.

We are on budget mostly due to lower admin expenses (\$17,000), benefit expenses (\$9,000), and the Genzyme Grant (\$15,000). \$7,500 of the lower admin expenses were due to the fact that we have not touched the \$20,000 for the marketing project. Contributions are higher than budget due to the Genzyme grant coming in earlier than budgeted, this will correct itself next month.

Increases in Salaries and Wages (\$9,000) and Depreciation (\$9,000), also contributed to the numbers.

Executive Director

Mr. Zechel reported on;

STAFFING

Most staffing concerns have lessened since February. Adult program director Sam Peirson has come on board and is taking the Adult Program reins. We are still filling some positions in all programs, but it is within manageable parameters.

MEMBERSHIP SALES

We have some concerns about membership sign-ups in both Junior Program and Adult Program.

Our Open House on Saturday April 21 will further inform our status. A second Open House is scheduled for May 20.

We have initiated a marketing program designed to offer discounts through corporate HR programs. No results to report yet.

OTHER

DCR management Agreement

No new information or progress to report.

CBI's grant application to Sanofi was accepted after initially being rejected.

Liberty Hotel has agreed to Wed. November 7 for our Raise the Sails Gala.

NEW BUSINESS

Recruitment Committee

The Board establishes a Recruitment Committee comprising two Board representatives and two Corporation representatives, with the Board President serving as an ex officio member. The Recruitment Committee shall recruit qualified members for the Corporation and Board, including by:

- (1) encouraging membership awareness of and interest in positions of governance on the Corporation and on the Board;
- (2) advertising current and/or upcoming openings on the Board;
- (3) identifying, in consultation with the Board, desired attributes and expertise to help ensure an effective and balanced Board structure that is representative of diverse membership interests;
- (4) conducting outreach to and interviews with potential Corporation members to solicit interest in serving on the Corporation, share expectations, and discuss volunteer opportunities;
- (5) conducting outreach to and interviews with potential Board members to solicit their interest in standing for election, share expectations, and discuss skill set;
- (6) reporting regularly to the Board on activities and findings; and
- (7) coordinating with the Board President and Secretary for formal posting of Board election notices.

Spring Corporation Meeting

The Board discussed topics and format of the Spring Corporation meeting.

ADJOURNMENT

The meeting was adjourned at 8:17 pm.

Submitted:

Scott Kline