

ETYSA Meeting

01.19.2016

Meeting Location: 1202 Pollock Street

Meeting Attendees:

Sarah Afflerbach

Clare Brock

Alan & Judy Hills

Arch Altman

Doug King

Shirin Scotten



1. Meeting called to order 6:00
2. Sarah motion to accept minutes – Alan second – pass
3. Treasurer's Report
 - a. \$9,044.23 in the bank
 - b. Clare handed out a budget and actual numbers from 2015
 - c. Did not get the Bate Foundation Grant
 - d. Arch has sent out donation letters
 - e. 2016 Budget totals
 - i. Income \$40,000
 - ii. Expenses \$35,960
 - f. Bow to Stern \$295/week
 - g. Maritime \$300
 - h. Little Washington \$250
 - i. We are proposing \$150...should it be \$125?
 - j. Doug handed out amortization of boats...need volunteers to help keep the boats safe.
 - i. Need to start a savings account for replacement costs
 - ii. Arch wants to keep the fee at \$125 and have more fundraising
 - iii. Doug thinks we should bank \$8,577 a year to account for future boats and repairs
 - k. Motion: Clare and Shirin would like to second
 - i. Accept fee increase \$125/child and \$50/membership
 - ii. 2 opposed...motion carried.
4. Schedule
 - a. **Camp 1** June 13-17
 - b. **Camp 2** June 27-July1
 - c. **Camp 3** July 11-15 (racing component)
 - d. ETYSA Topaz/Opti Regatta July 16-17
 - i. Sail NC wants to provide sponsorship
 - e. **Camp 4** July 25-29
 - f. Manteo Regatta July 30
 - i. Sail NC wants to provide sponsorship
 - g. **Camp 5** August 8-12 racing component?
 - h. Duck (NorBanks Sailing) regatta August 13
 - i. Sail NC wants to provide sponsorship
 - ii. Conflicts with Dog Days and Hoop Hole

5. Scholarship
 - a. Shirin has been looking into it...YMCA person in charge is on family medical leave
 - b. Judy is suggesting having Heartworks in Pamlico County suggest kids to send kids to camp.
 - c. 21st century leaning is also a possibility (have transport)
 - d. Possible 3 kids per camp...need to be swimmers...need transport
6. Advertising
 - a. Sarah to look into Peachjar for Summer Camp and bring it back next meeting
7. Annual Meeting
 - a. High school in Oriental that day.
 - b. April 9 @ 4pm at Blackbeard – Arch to coordinate with Blackbeard
8. Boat Maintenance
 - a. March the boats will be looked over
9. Race Committee
 - a. Leanna Thorn and Beth Hale have proposed an ETYSA Racing Committee.
 - i. Organizing the kids into a racing team and providing support
 - ii. Exposing kids to the national program
 - iii. Bring in area sailing clubs to race
 - iv. Need to be careful about fundraising
 - v. Form the racing committee and put the Thorns in charge
 1. Sarah motion, Clare second, approved.
10. Schedule for next meeting
 - a. February 23
 - b. March 15
11. Motion to adjourn – Judy, Arch second.

2015 Proposed ETYSA Budget			2015 proposed vs		2014 actual	vs	2015 ytd	
INCOME:								
Camp gross proceeds:			\$10,000.00		\$3,300.00		\$9,200.00	
Memberships:			\$2,500.00		\$2,275.00		\$2,725.00	(54 membe
Donations:			\$8,000.00		\$7,313.54		\$1660.00	
Grant proceeds:			\$10,000.00					
T-shirt sales:			\$300.00					
Sale of asset (donated boats)					\$850.00			
Sale of asset (other)							\$123.00	
Raffle proceeds							\$1,210.00	(-\$107.44 c
Silent Auction							\$935.00	
Total income:			\$30,800.00		\$13,738.54		\$15853.00	
<i>Transfer from capital fund needed to balance:</i>								
EXPENSES:								
Boat purchase - Topaz (4)	-5	***			\$12,885.83		\$7,417.48	
Boat purchase - 420		***	\$6,000.00					
Boat repair:			\$1,500.00		\$686.29		\$89.04	
Boat equipment/supplies					\$91.18		\$255.91	
Instructor Salaries			\$3,600.00		\$0		\$5171.56	
Instructor Training			\$1,800.00		\$350			
Rash guards/t-shirts			\$1,500.00					
Camp supplies			\$300.00		\$40.92			
Promotional			\$300.00		\$106.75			
Travel expense/shipping			\$400.00					
Bank charge			\$55.95		\$48.00		\$29.95	
Pay Pal charge			\$150.00		\$71.20		\$40.35	(of \$1575.0
Stripe fee							\$359.00	(of \$7248.4
Storage barn/racks			\$1,200.00					
Title/licensing			\$210.00		\$70.00			
Insurance			\$1,200.00				\$2748.95	
Floating docks			\$750.00					
Annual meeting/year kickoff			\$200.00				\$149.08	
Audit			\$300.00					
ETYSA trophies							\$312.16	
Scholarship/grant							\$1000.00	
Total expense:			\$19,465.95		\$14,350.17		\$17573.48	
*** one time capital purchase								
\$6,309.73	Bank balance as of 01/15/2015							
Camp income assumptions:	4 sessions; 25 campers at each (10 topaz, 15 Opti) @\$100							
Instructor salary assumptions:	3 sessions, 2 lead instructors pd \$500.00 per week; 1 assistant pd \$200.00 per week							
Training assumptions:	5 pd Level 1 Instruction @ \$350 each							
Camp Attendees to date:	Camp 1	Camp 2	Camp 3	Camp 4				
Beginner	15	12	11	16				
Advanced	5	9	13	9				
Openings left	4	3	0	0				

2016 Proposed ETYSA Budget				<u>2015 actual</u>	<u>2015 budget</u>
INCOME:					
Camp gross proceeds: (\$150 pp x 24 x 5)			\$18,000.00	\$9,000.00	\$10,000.00
Clinic proceeds (womens)				\$350.00	
Memberships:			\$3,000.00	\$2,925.00	\$2,500.00
NYRA donation (Invite/Cinco)			\$1,500.00	\$990.00	\$1,000.00
BSC donation (SoundBank)			\$1,300.00	\$975.00	\$1,000.00
MYBYC donation (Round island regatta)			\$900.00	\$935.00	\$1,000.00
Donation - general			\$1,000.00	\$1,145.00	\$4,000.00
<i>Sponsorships</i>	\$300/boat x 15 boats		\$4,500.00		
T-shirt sales:			\$300.00		\$300.00
Sale of asset (donated boats)			\$7,000.00	\$550.00	
Sale of asset (other)				\$173.00	
<i>Race team memberships</i>	(10x\$150)		\$1,500.00		
<i>Silent Auction</i>			\$1,000.00	\$935.00	\$1,000.00
Raffle proceeds				\$1,103.00	
Total income:			\$40,000.00		
EXPENSES:					
<i>Boat purchase - 420</i>		***	\$8,000.00		\$6,000.00
<i>Boat purchase - Opti</i>		***	\$3,000.00		
Boat purchase - Topaz				\$7,000.00	
Boat repair:			\$1,500.00	\$164.88	\$1,500.00
Boat equipment/supplies			\$700.00	\$1,427.26	\$500.00
Instructor S salaries - general			\$7,500.00	\$5,171.56	\$3,600.00
Instructor Salaries - Race			\$2,000.00		
Instructor Salaries - other (womens, adult)			\$500.00		
Instructor Training	3 US Sailing classes		\$1,050.00		\$1,800.00
Rash guards/t-shirts			\$1,500.00		\$1,500.00
Camp supplies			\$300.00		\$300.00
Promotional			\$300.00	\$65.65	\$300.00
Travel expense/shipping			\$400.00	\$47.98	\$400.00
Bank charge			\$60.00	\$60.00	\$56.00
Pay Pal charge			\$200.00	\$40.35	\$150.00
Stripe fee			\$400.00	\$359.00	
Storage barn/racks			\$1,200.00		\$1,200.00
Title/licensing			\$300.00		\$210.00
Insurance			\$3,000.00	\$2,748.95	\$1,200.00
Teaching materials			\$250.00		
Annual meeting/year kickoff			\$200.00	\$149.08	\$200.00
Audit			\$300.00	\$0.00	\$300.00
ETYSA trophies			\$300.00	\$312.60	
Scholarship/grant			\$2,000.00	\$1,000.00	
Safety equipment			\$850.00		
Trailer				\$300.00	
Floating dock/cama permit				\$200.00	\$750.00
US Sailing membership			\$150.00	\$150.00	
Total expense:			\$35,960.00		

