

ETYSA Meeting

03.22.2016

Meeting Location: 1202 Pollock Street

Meeting Attendees:

Sarah Afflerbach

Arch Altman

Doug King

Shirin Scotten

Irene Vuich



1. Meeting called to order 6:10
2. Sarah motion to accept minutes – Shirin Second – pass
3. Treasurer's Report
 - a. Clare sent by email...looks good
 - b. \$16,489.70 in the bank
 - c. 59 signed up as of today
 - d. Camps:

| Camps: | Beg/Int Adv | Spaces left | Scholarship |
|--------|-------------|-------------|-------------|
| Camp 1 | 13 2 | 4 | 5 |
| Camp 2 | 5 7 | 7 | 5 |
| Camp 3 | 7 2 | 15 | |
| Camp 4 | 5 5 | 14 | |
| Camp 5 | 8 5 | 11 | |
4. Annual Meeting – April 9th 4pm at Blackbeard
 - a. Clare will send me language to send out email
 - b. Sarah in charge of food (keep it simple) Shirin to help.
5. Soundbank Regatta
 - a. Irene has it under control
 - b. Sarah to talk to Accidental Artist about plates – send out email
6. Boats to sell
 - a. 505 – has water in the forward compartment – need to clean out
 - b. Alan needs a rig for an Opti so he can get ready to sell
 - c. 3rd 420
 - i. How much are we willing to spend?
 - ii. Back out cost of sails and raise money for hardware
 - iii. \$400 of ETYSA money and find balance as donation?
 - iv. Sarah – Motion to spend \$400 on the 420
 1. Shirin – second
 2. Clare objects
 3. Doug mildly objects ☺
7. Work Day – April 2nd – 11am
 - a. Clean Optis
 - b. Inventory
 - c. Work on shed
 - d. Sarah to send out email – bring a lunch
 - e. Tie for sail to keep snug
8. Irene's information

- a. See attached
 - b. Background checks for all volunteers and instructors
 - i. Can Clare do this?
 - ii. How do we coordinate?
 - iii. Lanyards with "volunteer"
9. Adjourn

| 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> | 2016 ytd |
|---|-----------------------|-----|--------------------|--------------------|--------------------|-----------------|
| INCOME: | | | | | | |
| Camp gross proceeds: (\$125 x 24 x 5) | | | \$15,000.00 | \$9,000.00 | \$10,000.00 | 7250.00 |
| Clinic proceeds (womens) | | | | \$350.00 | | |
| Memberships: | | | \$3,000.00 | \$2,925.00 | \$2,500.00 | 1325.00 |
| 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 | |
| Sponsorships | \$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 | | |
| Race team memberships | (10x\$150) | | \$1,500.00 | | | |
| Silent Auction | | | \$1,000.00 | \$935.00 | \$1,000.00 | |
| Raffle proceeds | | | | \$1,103.00 | | |
| Total income: | | | \$37,000.00 | \$19,081.00 | \$20,800.00 | |
| EXPENSES: | | | | | | |
| Boat purchase - 420 | | *** | \$8,000.00 | | \$6,000.00 | |
| Boat purchase - Opti | | *** | \$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 | \$19,197.31 | \$19,966.00 | |

