

## Officer Reports For May 2009 Cal Sailing Club General Membership Meeting

### Allan Champion (Commodore)

I'd like to give a shoutout to all the teachers and students, because this club is more about teaching and learning than anything else, and to all the fixers and cleaners who keep this place going. I'll let you in on a clean little secret. In the last three years club revenues have gone up by more than 60% not counting grant money (which has also been wonderful) and we have a good chance to break \$200k in revenue this year, again not counting grants. How can this be in a club with dues that are so ridiculously low? We've continually set records by attracting more members with our new toys, decent service, vibrant programs and nonstop party. What all this means is that you can expect even icier cool toys, more parties, more friends and more fun. I would like to salute those hard working, imaginative, "yes we can" progressives in the club who've gotten us here (I've done very little) and implore each of you to ask yourself, "How can I increase the happy fun for everybody?" Oh yeah, and go get that rating already!



Allan in the Olympic Circle

### Heidi Kearsley (Vice Commodore)

Membership continues to set records, helped out in no small part by our shiny new website ([www.cal-sailing.org](http://www.cal-sailing.org)) that has online signups! Big thanks to Bill Moseley, for kicking off the website thing back in the medieval ages, to Matt Harvey, for databasing the membership info, and to Noah Salzman, for creating the new and expanded website. Everyone please use the new website to keep track of your membership and renew online so the dayleader has time for more important stuff, like rescues and hanging out with the other members.



Heidi rising

### Peter Kuhn and Auric Horneman (co-1<sup>st</sup> Vice Commodores)

Holy shit, we're up to six working Bahias! And shortly we'll have seven. And maybe eight, that could be nice. We've also got a full fleet of working JY's, and a couple of P15's that work fine for shooting parties and picnics. Big thanks to all the people giving skipper tests, we're getting lots of new Jrs and Srs, the latter helped on by the urge to gennaker, and to the many individuals who have generously donated time to keeping the yard boats floaty. Especial thanks to Carl Caven, who puts them together, and Bobby Arthurs, for many patch and paint jobs.

### Rob Miller (2nd Vice Commodore)

We've stocked the shelves for a great season. New boards, new sails, and all the parts and pieces needed to get out on the water in the good wind. Especially for the lessons, we've stacked the racks with thirteen new learner boards and mini-sails. Plus more great intermediate and advanced boards and full size sails so everyone will have the easiest possible access to the wind and



Rob rigging

water.

**Edward Anelli and Brian Buchanan (co-3<sup>rd</sup> Vice Commodores)**

The keelboats are hard at work this Spring, thanks to our many keelboat fixers who've been hard at work fixing keelboats. The keelboats have been reliably serving for lessons, Introductory Sails, and the first youth rides of the spring/summer season, thanks to the new sails, rigging wires, and other parts replaced by our volunteer maintenance crew.



Co-3<sup>rd</sup> Vice

**Aaron Gutierrez and Mai Luo, co-Rear Commodores**

The club's teaching program is off to a great start for the summer. We've had great lessons on our regular Monday, Thursday, and Saturday lesson days and Wednesday evening keelboat lessons, as well as some exceptional clinics and seminars and the first of our summer Fast Track programs of evening sailing lessons. Big thanks to everyone who has volunteered to teach, you're really helping people out. We'd like to encourage all the students to pay close attention to your teachers in order to pick up the fine points of teaching that you too can use when you teach lessons, that's the best way to learn to teach. To help future teachers, we'll be scheduling regular seminars on "How to Teach" this summer, with plenty of refreshments for all, and individual sessions geared to windsurfing, dinghy, and keelboat instruction.

**Michael Scalet, Port Captain**

We've been lucky to have a great group of student dayleaders, who are enthusiastic about the club, and have done a fantastic job of keeping the club running smoothly. I also want to thank all the volunteer dayleaders, and everyone who's helped out our regular student dayleaders, for helping keep the club open for Novice and Junior sailing and windsurfing.

**Jennifer Kroon, Secretary**

Thanks to the Department of Boating and Waterways, we will be reimbursed for expanding our teaching fleet with two more Bahias, thirteen new beginner windsurf boards and sails, four sets of new sails, and 75 spiffy new PFD's!

**Treasurer**

If anyone's tired and needs a nap, the Annual Statement of Financial Condition appears on the following page. Also the budget for next year on the page after that. Nighty-night!

### Annual Statement of Financial Condition May 1 2009

As of May 1<sup>st</sup> we had \$37,632 in the bank, and our property is worth \$262,103 (depreciated book value). Cash is down \$8,117 from 5/1/08, property is up \$53,747. Total income last year was \$175,734, total spending was \$183,852. This statement prepared without audit from the club's books.

Income Last Year: Total \$175,734

\$107,127	Regular memberships
\$18,668	UC workstudy reimbursement
\$17,025	Windsurf locker memberships (includes some previous year, some current year) (thanks Isabella and all the ws lockerers!)
\$16,940	DBW grant reimbursement (Safety Week, 2 Bahias, etc.)
\$5,402	Pomodoro insurance payment
\$3,771	Donations
\$3,152	Booklets, T shirts, burgees, wetsuits
\$1,400	Surplus equipment sales
\$1,385	BBQ donations
\$800	YRA memberships
\$64	Interest

Spending Last Year: Total \$183,852

\$52,523	Dinghy equipment: 5 Bahias, Hansen Laser sails.
\$31,583	Dayleader wages, taxes, payroll processing
\$26,251	Windsurfing equipment: 16 boards (Fanatic, RRD), 19 sails
\$12,470	Insurance (liability & workers comp)
\$6,756	Keelboat investments: Capri25 rigging, Merit25 bottom paint, 11 sails
\$6,506	Keelboat maintenance: Daisy bottom paint, hull cleaning, sail repairs, running rigging, wiring
\$6,503	Other Events & Activities Fast Tracks, safety week, windsurf seminars, workparties
\$5,544	Lease payments (12 months at \$462)
\$5,419	Dinghy maintenance: Hunter masts, tiller extensions, running rigging, sail repairs
\$4,416	Skiff and engine maintenance & fuel
\$3,972	Food for Open House BBQ's
\$3,854	Clubhouse investments: wetsuit rack, reroof windsurf sail rack, sail locker, countertop
\$3,793	Clubhouse Maintenance: garbage service, cleaning supplies, etc
\$3,421	Wetsuits, booklets
\$2,005	General Membership Meetings: BYC rental, food, postage, etc.
\$1,950	DMV registration, use tax on new boats, property taxes
\$1,946	Safety equipment: PFD's, sunscreen, visual distress signals
\$1,798	Credit card processor fees, bank fees
\$1,265	Windsurf maintenance
\$1,031	Printing, postage, flyers, ads, dues
\$436	Tools: power and hand tools
\$410	Office supplies, YRA, misc. Supplies

Big thanks to everyone who worked hard for the club!

## Budget for Fiscal Year 09-10

<b>Expected Income</b>	<b>Budget</b>
Memberships (Regular, YRA, and windsurf locker)	\$112,500
DBW reimbursement	\$39,650
UC Work-Study Reimbursement	\$16,445
Donations, surplus sales, interest, etc.	\$6,000
<b>Total Income</b>	<b>\$174,595</b>

### **Expected Operating Expenses**

Dayleaders	\$31,800
Insurance	\$13,000
Lease	\$8,000
Printing, Ads, other Communications	\$2,000
Dinghy maintenance	\$8,000
Keelboat maintenance	\$6,000
Windsurfer maintenance	\$3,000
Skiff and engines maintenance, fuel	\$2,500
Buildings & Grounds maintenance, DSL, portapotti, dumpster, lifejackets, etc.	\$9,000
Club activities	\$16,000
Miscellaneous expenses (credit card processing, DMV reg, etc.)	\$8,000
<b><i>Total Operating Expenses</i></b>	<b><i>\$107,300</i></b>

### **Expected Capital Expenditures**

DBW reimbursed items: 2 Bahias, 4 sails, 13 beginner windsurf board/sails, 75 PFD's	\$39,650
Dinghies (new sails, masts, etc.)	\$16,000
Keelboats (major repairs)	\$16,000
Windsurfing (intermediate/advanced boards, sails)	\$32,000
Rescue Skiff	\$5,000
Clubhouse & Yard Improvements	\$5,000
<b><i>Total Capital Purchases</i></b>	<b><i>\$74,000</i></b>

### **Total Spending**

**\$181,300**

#### **Effect on Cash Assets**

Cash 5/1/09	\$37,632
Expected Income FY 09-10	\$174,595
Total Spending Budgeted FY 09-10	\$181,300
Cash expected 4/30/10	\$30,927