

**Bayport Marina Association**

**Board of Directors Meeting**

**Thursday, Oct 19, 2023**

**6:30 PM – 8:30 PM**

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| --- | --- | --- | --- |
| **Member** | **Present** | **Remote** | **Absent** |
| Meredith Pederson (Commodore) | X |   |  |
| John Gagich (Vice Commodore) | X |   |   |
| Katy Baune (Treasure) |  |   | X  |
| Erik Westgard (Secretary)  | X |   |  |
| Don Grimm (Chair)  | X |  |   |
| Bryan Wilkinson (Chair) |  | X |  |
| Rachael Harvey (Chair) | X |  |  |
| Dave Peterka (Chair) | X |  |  |
| Jim Geisler (Chair) |  |  | X |
| **BMA Staff/Guests** | **Present**  | **Remote** | **Absent** |
| Kori Derrick-Cisewski (General Manager) | X |   |  |

1. **Check-In & Introductions** – Meeting called to order at 6:33 by Commodore Meredith Pederson, confirmed a quorum was present.
2. **Consent Agenda – discussion/approval:**

BMRP loan to be paid off by 12/31/23 – yes!

Transitioning to new point of sales software, Molo - will combine point of sale, transient dockage reservations, texting and credit card processing. Currently these are across different platforms.

Rachael motioned to approve the GM report, seconded by Erik Westgard, unanimous approval.

**Budget**

* Highlights of the November 2023 – October 2024 Budget include:
* Slip rental rates increased by 5%
* Service/canvas hourly labor rate to increase by 5% at the start of the 2024 season.
* Since fuel sales, MarineMax additional rent, and Canvas revenues were behind schedule this fiscal year, their projected budgets have been lowered. The three week late start due to flooding did not help.
* BMA credit card fees for 2022-2023 were budgeted for $57,000 – mostly allows members to get miles for dues, etc - this in turn costs BMA. Kori is going to get a proposal from our processor of what the fees would go down to if BMA started charging the fee back to the customer.
* The overnight security costs doubled. The company we use used to have two marinas that they monitors and now the second marina has ended service and gone to gates and cameras. We have gotten bids from other security companies and our current one is much more reasonably priced.
* Kori would like more funding in capital projects, there are still along of projects that need to be completed.
* Several of our costs are increasing on items/services/fuel/etc. For example, Kori is shopping a new waste disposal company due to the new higher quote received after our contract ended.

Motion to approve by Rachael, seconded Erik.

Discussion – should we move the review the financials + adjustments out of the consent agenda and have a more indepth conversation at every meeting – yes, Kori will modify next month’s financial report. Bryan asked, do we need scenario based budgets – we said no, but that we should pay attention to the actuals compared to budget monthly. Budget passed by the board and will be sent to Membership.

**Accomplishments**

BMRP to be pay off by December 31, 2023

Landscaping - high die off rate on ash trees and why the landscape project is taking priority.

Managed flooding situation.

Flooding led to parking lot sweeping and other marina clean-up

Shared amenities with the Condo Association, they resurfaced the Tennis and Pickleball courts, we are responsible for 25% of the cost.

Siding was replaced on the remaining southside of the Clubhouse.

First shipping container purchased to replace sheds, additional ones to be purchased this winter and then rented.

Wi-Fi updates to B-Dock.

Large number of unusual events, managed well.

1. **Status of CI Stewardship Circles:**
	1. Landscaping – remaining allocated funds of $30,000 left but need to have the north end of A&B tree removal before the end of October.
	2. Improving Access to Docks – Kori and Eric Pederson met with a contact from the Army Corps of Engineers and stated we need a general permit to move forward with the project. Our vendor, AMI will help with completing this application and submit it in November.
	3. Wi-Fi – Erik is suggesting we defer new capital as there are some ongoing technical support issues.
	4. Service Building Expansion – It is projected to be a $1M project. We did receive three RFPs to determine additional costs associated with the project. Since the original pro forma was based on 4.25% rates, and with higher interest rates than that and no guarantee of key staff hires it is recommended that the project is put on hold. Instead consider if we can make improvements to the existing building.
	5. Clubhouse Remodel – the kitchen/bar and flooring refurbishment work is mostly being performed with in-house staff and lead by Scott. We are prioritizing completing that section this winter since Scott will be retiring after next season. Updates to the bathroom are secondary because most of that work will need to be performed by outside contractors. Drawings and figures still need approval.
	6. Dredging - Need to keep watching this. Two years of low water. Secondary priority.
	7. Fuel tank replacement – Prioritized due to age of tanks. Current estimate of about $205,000. Also in contact with a CHS rep to see if there are programs for funding of fuel tanks.
	8. Bylaws Updates - Still being reviewed from attorney redlines, plan to present at the January or February Board Meeting.

1. **Other Business**

Rachael- adjacent property possibly available to purchase. This would increase pervious surface for service expansion or other projects. Other several neighbors are also interested in the property for garage expansions.

1. **Member Forum** – None needed
2. **Executive Session** – None needed
3. **Adjourn- John Gagich motioned at 8:55.**

Next meeting via Zoom in November. No December meeting.