

MONTAIN LAUREL SKIERS

MONTHLY BOARD OF DIRECTORS – MEETING MINUES

Held at Zabbara's Restaurant

Date: August 03, 2005

Presiding: JH - Jonathan Houck – President

Present: JM – Jim Mays – Secretary
EA – Eric Ardolino - Treasurer
TO – Tina Oswald – Assistant Secretary/Treasurer
TK – Tom Knudsen – Past President
JB – John Bazzano – Director
LD – Linda Dinda – Director
DG – Dan Giordano - Director
FM – Fred Murray – Director
KN – Kevin Neary – Director
RP – Russ Pacino – Director
SW – Stan Wasel – Director

Absent: Alison Reno – Vice-President

JH – Called the meeting to order @ 6:40 PM

JM – read the minutes from the BOD Meeting 07/05/05

JH – Asked for approval of minutes from 07/05/05 BOD meeting

JB – Motioned to approve minutes as presented

LD – Second Vote 11 – 0 – Approval

EA – Presented the treasurer's Report which highlighted the settlement of a prepaid oil price agreement of \$2.21 with a \$400 down payment on 2005-06 season.

JH – Made a motion to accept the Treasurer’s Report.

TK – Second Vote 11 – 0 – Approval

JH – Requested ideas for 2005-06 Budget. We need to better explain details when planning events. We must keep costs down to breakeven status when ever, with having a small excess returned to the club being expedient. Above all to avoid losses as much as possible.

JH – The 2004 Lobster Cookout returned excess cash to the club but leftover paper and plastic material went to the lodge. This creates a need to start from scratch each year.

RP – Replied that his company donates all the plastic and paper needs to the club for the lobster cookout.

JH – Each event needs to accurately show cash out and cash in/returned to the club for each event. Especially when the club subsidizes event seed cash. Having clear reports for each club and lodge event will go a long way to verify rationale for each event. It was mentioned there hadn’t been any lodge budgets done for eight years.

KN – Inquired about lodge finances and newsletter costs being the club’s biggest expenses.

ER – Mentioned that the club publishes 367 copies of the newsletter each month with layout costs and postage being the bulk of the \$7,000 – \$8,000 costs for the year. This amount is paid quarterly to expedient payment. We print over 4500 copies a year bringing costs per member to under \$2. each month.

KN – There must be some way to reduce costs, but acknowledge that most members prefer a paper copy to electronic or online versions.

JH – Suggested reducing flyers, whenever possible to quarter page size.

LD – Mentioned that flyers often have reply sections which though necessary often interfere with double sided use and might need to be full size.

JH – Decided to table the discussion to a future meeting.

KN – Questioned the investment account currently assigned to Harriet Epstein.

EA – Stated we need an agreement form to assign a new fiduciary, non-member as co-signer. Currently this person is Marsha Estelle.

KN – proposed investigating new investment service company.

JH – Decided to table this discussion to a future meeting.

JB – Ascribed the largest obstacle facing the lodge attendance are members who have purchased their own VT getaways and invite other members to stay with them. The upside to this is that the lodge is open to other members who have not stayed at the lodge in the recent past. It is up to the club to “sell” the lodge more directly than in the past.

JH – Suggested rewards such as free weekends for Prospective members in return for first year membership fee, Free stays for cleanup volunteering, etc. He also suggested adjustments of membership requirements and opening membership to non-skiers.

SW – Suggested lowering price of lodge vouchers to increase saving for advance purchase or for volunteering at lodge. Also, 25% of Charity Auction could be tapped to help alleviate lodge debts.

KN – Thought this was a bad idea.

JB – Felt it was better to increase membership any way possible.

KN – We need to sell the lodge to members new and current. We need to make the lodge as presentable as possible.

SW – Suggested we drop all membership requirements.

RP – We must consider ourselves an all purpose club not just a ski club. He mentioned a motion for by-law change might be necessary.

TO – Mentioned not by-law change would be necessary to change membership requirements.

JH – We need to bring members of the club together in order to meet the financial challenges the club faces in the immediate future. Decided to table discussion on membership requirements

RP – Reported to the BOD on the results of the Lodge Questionnaire sent to members during the early summer months. Results were:

40% returned stayed @ lodge 3-5 times during Winter 2004-2005

20% returned stayed @ lodge 5+ times during Winter 2004-2005

30% cited cost as factor for lodge stay.

20% would pay more for bottom bunks, up to \$5 per night.

50% would not pay additional fee; Bottom Bunk = reward for early bed assignment.

60% cited cleanliness of lodge as being the major impression as to staying at the lodge.

Suggested Oct 22nd as a cleanup weekend and lodge winter preparation. The participants to be rewarded with free vouchers in return for volunteering. Early winter weekend schedules and party events listing being helpful to planning reservations. Announced approach of Meriden Ski Club to sublet a room such as Appalachian for exclusive use of their members.

SW – Prefers to increase vouchers sales, starting earlier and longer in December. Voucher sales to prospective members could be held open longer.

KN – Opposed to fixing lodge citing return of investment to owner rather than club.

RP – Lodge committee also investigated other lodge possibilities and/or new lodge locations. These locations in response to newspaper advertisement resulted in two possibilities: 4-5 bedrooms @ 13,000 or 25,000 respectively with additional amenities possible. Also suggested revamping of roles of Lodge Manager and Weekend Innkeeper, restating changes in duties and responsibilities.

SW – We need to equate number of lodge occupants to current costs with larger sales of vouchers. The more vouchers we sell the better we can support the financing of the lodge.

KN – Suggested that Meriden reservations be subjected to same Tuesday night restriction required of MTL members. Also, MTL members have first refusal to make reservation.

JM – MTL members should get 1st shot to reservations with Meriden members reserving space in any room after Tuesday night. Meriden members would be subject to Rules of the Lodge as are MTL members.

RP – Non-MTL members would be excluded from Party weekends and special events.

JH – Decided to table discussion on membership and lodge reservations to a future meeting.

JB – Mentioned Shelter Island weekend scheduled for August 27th. Also, there would be 60th Anniversary “T” shirts available with costs to the club of \$21 each with lots of 24 or 36 pieces. Club could sell them for \$30 each.

KN – We should check out orders from members first.

JH – made motion to close meeting @ 7:50 pm

Second by EA Vote 11 – 0 approval