

Minutes

Club Cruceros Board Meeting December 8, 2022

1. Call to Order - Commodore, Steve Brenner called the meeting to order at 4:02 pm.
2. Attendance - Bob Walker, Kimberley Lafferty-Stonier, Sue Bell, Steve Brenner, Doug Monroe, Linda Keigher, Mary-Jo Hood, Teri Hagen, Patsy Verhoeven, Ray Hassenstein. We have quorum.
3. Recognitions and Opening Remarks – Commodore, Steve Brenner
 - a. Will will continue try to keep meetings short and as small as possible, only requiring committee chairs to be at board meetings if and when they are providing a report. Only the members of the actual board are required to come to both meetings each month.
 - b. The website pictures are looking great, the pancake breakfast was a bit hit. We heard from a fellow who stayed here for a short time and was so impressed with the club that he sent a \$100 donation in recognition of the good work we are doing. Thanks to everyone for all they do.
4. Minutes – Secretary, Steve - the minutes have been posted since last week. Any comments or issues? None were identified. Doug moved to approve the minutes as posted. Mary-Jo seconded the motion. The vote was unanimous and the minutes were accepted as posted.
5. Reports & Comments - Board
 - a. Vice Commodore - no report on the organization of the bodega. There was some great work done on hanging the Christmas decorations. Nice work. Doug needs some help with organizing and cleaning the bodega.
 - b. Rear Commodore - none
 - c. Past commodore - it is so nice to see us up and running and doing so well again.
 - d. Treasurer - good news! Last month we took in 33410 netted 17220 pesos - We did well this week on the bake sale which took in 11525 pesos. Pancake breakfast was also financially successful raising over 7000 pesos.

One issue was identified and that was with regard to selling merchandise during these events. We brought in much more money from sales of merchandise than

was recorded on the forms for what was sold. This is a bit of a problem. In future, we need to make sure that we have ONE person designated to be in charge of merchandise and they CANNOT be called away from the job for any reason. This is the only way we can be sure that we can stay on top of what is actually sold. At coffee day someone paid 200 pesos for a membership, but there was no form accompanying it. We don't know who it was. We will put the 200 pesos in the memberships file with unknown as the name of the user so that we can keep track of when the membership started. There was also a single membership renewal on Sunday the may or may not have been moved to the memberships inbox.

- e. Secretary - nothing
- f. Directors at large - Mary-Jo - good job everybody. We have been working so hard and well together.

6. Reports and Comments – Committee Chairs

- a. Events - Steve - when we hold an event, if it is going to be a charity event, it needs to be advertised as a charity event, or advertised as a club event. We need to be clear about which type of event it is because the money raised goes into different accounts based on which type of event it is. We either put it into the charity account to be distributed in the community, or it goes into the general funds account to cover costs of running the club. The Pancake breakfast was a club event NOT a charity event.
 - i. Thanksgiving dinner fund raiser - there was a question from Kimberley with regards to the 50/50 prizes that were returned to the club - should they go to charity or to club funds? Half of the intake from the 50/50 went to the club to begin with and two of the prize winners donated their winnings back to the club. Kimberley suggested that we discuss where the money should go. It was noted that the current standing of the Charities fund is over 16,000 pesos, while we are currently still slightly in the red for our club's general funds account. Doug moved that the donated winnings from the 50/50 draw be put back into the general revenues fund. Terri seconded the motion. The motion was unanimously carried.
 - ii. Lighted Boat Parade - Jimmy Loberg was supposed to provide an update about the current status of the number of boats, but he did not provide it yet. Kimberley noted that there is a feeling that the event may end up being cancelled due to some problems that have come up. Steve reported that the Port Captain has put a number of wrenches in the works with regard to requirements to be able to participate in the parade that may

result in many of the boats not being able to qualify to participate, including the requirement for each boat to have a certified captain on board each vessel. At this point, all of the Mexican boats have dropped out because of the new requirements. If the event goes ahead, the Boat Parade will start at 7:00 pm on Thursday, December 15.

- b. Charity committee - Steve reported on behalf of Sherri - at least 6 organizations have taken forms but none have been returned yet. It was pointed out that all organizations wanting to receive funding must go through the charity request process, even if they have received ongoing funding in the past.
- c. Memberships - Ray - sent out 66 renewals for December - 80 were sent out for November, but only 13 of those renewed. There were 27 new memberships for December. The result is that we now have 354 active members in comparison to the 401 we had last month.

It was noted by Ray that very few people communicate with us to let us know when they leave or want to be removed from the database. He also noted that, based on the number of hours it takes him to decipher the hand writing/printing on the forms and the number of errors that result with regard to the email addresses in particular, he feels we NEED to get rid of the paper forms. He pointed out that a database is only as valuable as the data that is in it. If we are depending on email addresses to send out renewals and maintain our database and more than 20% of them come back as invalid, it devalues the whole dataset.

He suggested that it should be possible for people to fill out an online document with their data and then, if they choose to pay in cash rather than an online payment option, they could just include a paper slip with their name with the money when they drop it into the slot.

There was significant push back that older people in particular have difficulty with technology and that while they may have access to the necessary technology, they don't know how to use it and it would be a deterrent to joining.

It was decided that we aren't ready, yet, to make the change to digital registrations, however, Steve pointed out that Ray could redesign the form with boxes in which to carefully write each of the letters for the email address in particular. Ray's continued frustration was NOTED.

7. Old Business

- a. Club radio - Steve went out and bought some parts that cost less than 500 pesos to repair the radio. It is now working. Receipts were provided to Kimberley and

Steve will be reimbursed. Thank you Steve, for taking that on and getting it working.

- b. Dayfest/Bayfest - We are still not ready to make any decisions on this topic. We are going to wait until after the Charity Beach Party in January to decide about whether to offer Bayfest vs Dayfest in the spring.

8. New Business

- a. Three Kings Day, January 6 (King's Cake at coffee) - This event will be run, as per usual, during coffee time on January 6. Someone needs to make sure that the special bread, rasca, gets bought and brought on the morning of the event.
- b. Candelaria February 2 (Tamales) - for the day of the Tamales, February 2, we need Champarada - in the past we have paid some ladies to make it and bring it in. Leanne has a contact for this.
- c. Charity Beach party in January 21 - Mary-Jo - things are well in hand. She has organized someone to lead a number of games and activities including - dominoes, cribbage, bocce ball, Dominoes (Coreen) darts (Ray), Baja Rummy (Patsy), Alison and Peggy bake sale/auction, etc. There will be no horseshoes this year as we have lost the horseshoes.

Marta will do a meal with hamburgers, hotdogs, ribs, etc. Scotty will help with sound system. We will have another 50/50 sale.

Mary-Jo asked for some help, including a form for asking for donations in English and Spanish (Patsy has them). She is needing volunteers who can go out and request donations of prizes.

- d. Cruiser's memorial service (TBD) - Memorial Day - June 1 - is generally considered Marine day, but because many of our members leave before that, we need to do it earlier in the spring (before April). Doug will conduct it, but he wants to ensure that we collect the names, establish a date, etc. He will report back with plans at a future meeting.
- e. Standard operation procedures manual - Patsy has updated the manual with all of the information for all of the events that we offer through the club. Extensive details about what is needed, how things are done, etc. It has all been organized, digitized and posted online. They are now very clearly written directions for all of our regularly held events. Christmas Eve, New Years Eve, Charity Beach Party, etc. Lots of blood sweat and tears went into getting them up to date and posting

them. Thank you so much Patsy for this mammoth undertaking. It is greatly appreciated.

- f. Christmas Eve Potluck - Anyone wanting to participate in an evening of friendship and celebration on Christmas Eve is invited to bring something that they like to have on Christmas. It will be a TRUE POTLUCK, there is no organizational aspect with making sure what people bring. We do need to have someone who is in charge of it for set-up, clean-up, organizing the food when it arrives, etc. Linda will be in charge, Terri will help as will Mary-Jo - Their responsibilities will be to promote it, set-up tables and such and then cleanup. Thank you ladies for being willing to take this on.
- g. Christmas Eve Service - Crossroads Church has done a Christmas Eve service in the past and Doug proposed he organize an event. Steve pointed out that, while it would be lovely to do that, it is not a club event. It was agreed that this would be something that Doug and anyone else interested in the event should organize and promote on their own.
- h. Steve spoke to Neil about power issue again with generator and blowing the breakers. He is going to get an estimate from their technician to see what it will cost to have it done and then we will propose that we split the cost. Steve proposes that we then have events that specifically focus on raising funds to cover our share of the costs.
- i. Using the NET Broadcast for promoting businesses - Bob Walker - Years ago we got permission to use channel 22 for the NET, which is a news service for boaters, providing we NOT use it for commercial purposes.

For quite some time, Steve, the operator of Sails and Shades, has been advertising his business when he promotes his girlfriend's Celestial Navigation classes. He has been asked not to do it on a number of occasions, but has not stopped. A deal has been made with the Port Captain that if anyone is willing to do a service for the port every week they are permitted to promote their business in exchange. Tommy and Rich each offer services for the Port at no cost and so are allowed to say their name and the name of their business, but Steve from Sails and Shades, does not have this right.

Recently, Steve, has instigated some aggressive behavior with regard to being challenged on this advertising. Mary-Jo pointed out that the way in which Bob handled the situation last week, having an argument with Steve, live on the NET program, was not appropriate. Bob acknowledged that it was not appropriate but said he did not know what else to do. Doug pointed out that Steve is unrepentant and obnoxious about the continued promotional nature of his

comments. Doug suggested that Steve needs to be called out on it by the host during the show and told that he can do his ad after the show.

Neil was talking about cutting off Steve's access to the Vista Room for the Celestial Navigation classes, but this fell through when he discovered that it is not Steve who is doing the classes, rather Steve's girlfriend offers them, and they are both good and necessary. It is Steve's comportment that is the issue.

Steve Brenner, Bob and Doug have all spoken to Steve already and he has promised that he will not mention his company name again, but he actually doesn't follow through.

Going forward - the NET controller for the day can choose not to relay the messages when he asks. Mary-Jo is willing to go talk to him as well but would like company in doing so as he can be threatening. It was suggested that Rich be the one to monitor the behavior and cut Steve off if/when necessary. This is an ongoing issue and it does need to be dealt with. We, as a board, will not let it go until it has been dealt with, but we are cutting off conversation now. Steve will be in touch with Rich about the concerns and will work on trying to find a workable solution.

9. Upcoming Meetings:

Next Board Meeting: TBD

Next General Meeting: Thursday, December 15, 2022 - 4:00 pm

10. Adjournment - Terri moved to adjourn. Doug seconded it. The motion was unanimously approved. The meeting was adjourned at 5:02

Charity Committee Report

6 Applications have been handed out and we are soliciting more help for outreach.

1 Application has been received

Bake sale earned 11,525 pesos thanks to all the hardworking volunteers and bakers.

Always looking for people to join the committee.
updated SOP for Charity Committee has been provided to Patsy for update on website.

CLUB CRUCEROS DE LA PAZ

SIMPLIFIED PROFIT AND LOSS AND CASH FUND STATEMENT

Fiscal 2023 Year-To-Date - May 1, 2022 to November 30, 2022 (Revised after Board meeting of December 8, 2022)

Inflows	Memberships	Charity	Disaster	Merchandise	Coffee	Thanksgiving	Other	Total	
Donations	30,600.0	8,470.0	550.0	17,450.0	35,844.3	59,990.0	12,645.0	165,749.3	
Expenditures				12,750.0	37,205.3	51,710.0		101,665.3	
Gross Donations	30,800.0	8,470.0	550.0	4,700.0	[1,361.0]	8,280.0	17,645.0	64,084.0	
Outflows									
Cleaning	15,825.9								
Club Supplies & Office	2,543.0								
Club Maintenance	1,423.5								
Club Printing	8,071.2								
Web Site Expenses	28,000.0								
Service Charges	835.8								
	56,707.4							56,707.4	
Net Inflows	(25,907.4)	8,470.0	550.0	4,700.0	[1,361.0]	8,280.0	12,645.0	7,376.7	
Cash Funds									
						Pay Pal Account	4/30/22	11/30/22	Net Change
						(includes Memberships, Coffee, Utens, Special Events and All Expenditures)	19,285.6	5,248.8	(14,036.8)
						General Fund	64,036.3	73,229.7	9,193.5
						Charity Fund	4,284.9	12,754.9	8,470.0
						Disaster Fund	72,274.0	72,824.0	550.0
						Merchandise Fund	43,785.9	48,485.9	4,700.0
						(Part of General Fund) Prepaid Expenses	1,500.0		(1,500.0)
						Inventory	21,270.2	21,270.2	0.0
						Prepaid Web Hosting & Domain Name	8,216.4	8,216.4	0.0
							234,653.2	242,029.9	7,376.7

