

Ocean City Crew Boosters, Inc.
APPROVED MINUTES
REGULAR BOARD MEETING
AUGUST 8, 2018

The meeting was called to order at 6:29 pm by Mario Japzon, President and everyone was reminded that the meeting was being recorded.

Attendance:

Mario Japzon, President
Tom Sigmund, Treasurer
Donna Martinelli, Secretary
Sandy Mastrando, Girls' Team Liaison
Jen DeVlieger, Boys' Team Liaison
Brian Mulhall, Fundraising Chairperson
Steve Nathan, Trustee-at-Large

Dan Dubbs issued his proxy to Donna Martinelli.

Donna Oves issued her proxy to Tom Sigmund.

Public Comment - None

I. Approval of July 11, 2018 Regular Board Meeting Minutes

Tom Sigmund made a motion to approved the July 11, 2018 regular board meeting minutes with a correction noted by Steve Nathan, seconded by Brian Mulhall; vote taken – all in favor – motion approved.

II. Approval of July Treasurer's Report

Steve Nathan asked if all summer camp revenue and expenses are in - not totally according to Tom Sigmund, by end of next week.

Steve Nathan said the report is great and suggested a comparison to last year would be helpful. He also suggested that we look carefully at what the equipment is actually worth. Coach Tapp said we will have that from Vespoli in the near future. Tom Sigmund will update our records at that time.

Coach Tapp would like figures for all equipment including launches, oars, etc.

Brian Mulhall made a motion to approve the July Treasurer's report, seconded by Donna Martinelli; vote taken – all in favor – motion approved.

III. Board of Trustees – No Comment

IV. Board Members – No Comment

V. Correspondence - None

VI. Standing Committee Reports

A. Food Tent – No Report

B. Boat House – Stephen Martinelli provided an update – no significant changes since the last meeting

C. Budget Planning – Mario Japzon reported that there will be a budget for the next meeting. He would like it distributed one week prior to the next meeting for the Board's review. Tom Sigmund said he has some questions:

1. Tom Sigmund suggested increasing fees \$25.00 more.

Brian Mulhall asked what the current fees are: Mario Japzon stated: Fall - \$125.00; second child \$100.00; freshman \$100.00; Winter - \$125.00 for all

2. Tom Sigmund questioned the Jitney service – lost a lot of money for the jitney; Ocean City will try to extend lease with the County for 33rd Street and in the meantime look for a more permanent place. 36th street is no longer viable per Coach Tapp.

Donna Martinelli mentioned the her daughter and other girls shared a ride with the OC Cab Company - \$8.00 per week for three rides, including tip.

Steve Nathan stated that the loss for fall and winter – it really should not be a profit.

Jen deVlieger asked what other area team spring fees are in comparison to ours.

Coach Tapp discussed his gym program that he would like to implement in the fall. Train twice a week with Coach Tapp and a personal trainer for \$80.00/month.

Brian Mulhall asked about the response – Coach Tapp feels the price is a little steep.

Steve Nathan stated soccer is \$15.00 per session with personal trainer last year.

Stephen Martinelli stated that Alex Petrella had a training program, however, he did not offer it to everyone. As to fees – he feels they are way too low.

It was discussed to have a fall fee of \$150.00, winter fee of \$150.00 and a spring fee of \$200.00.

Brian Mulhall made a motion to have the fall fee be \$150.00 and the winter fee \$150.00 – we will look at the spring fee in the fall, seconded by Donna Martinelli

– vote taken – yes: Oves, Dubbs, Sigmund, Martinelli, Mastrando, DeVlieger, Mulhall, Nathan; no: Japzon – motion approved.
Tom Sigmund and Brian Mulhall will discuss merchandise and will report at the next meeting.

Tom Sigmund stated that the boathouse is big part of the budget.

Stephen Martinelli stated that in reference to boathouse budget – Under the Bridge Rowing Club is ok to raise specific funds for the boathouse with us.

Tom Sigmund asked about Open Space – Stephen Martinelli answered that it would have to be other schools if the County builds the facility – they want more than just Ocean City High School and Under the Bridge Rowing Club. In addition, you must front all the money and pay for all improvements and then you get reimbursed. There was a long discussion about the boathouse funds and costs.

Mario Japzon asked for the budget this year – will \$10,000 be what is needed? Stephen Martinelli answered “yes”,

Steve Nathan asked if the money should be transferred from operating to boathouse account.

Steve Nathan also mentioned that Middle Township will be rowing out of Brigantine.

Tom Sigmund said we do not have enough money for boats and a boathouse.

Coach Tapp received more fleet plan info – we will have bluebook values over the weekend.

Coach Tapp gave a description of the lease program with Vespoli.

Donna O’Keefe (parent) asked Coach Tapp about how the lease works – it was explained.

Mario Japzon asked about Resolute and Pocock.

Stephen Martinelli gave a brief discussion of boathouse financials.

Mario Japzon reported that the Pocock is listed for \$20,000.00 and the Resolute is listed for \$24,000.00 on Row2K.

- D. Boat Maintenance – Stephen Martinelli reported that he moved old stuff to new building; the boat letters are still there – are we putting them on the boats. It was agreed to put them on – kids and coaches can help. Coach Tapp reported that he is trying to fix all boats that will help us get more trade-in value.

Coach Tapp reported that he is spending lots of time fixing things. Stephen Martinelli had some comments about help for Coach Tapp.

Stephen Martinelli said there are three (3) boat motors that need repairs – will need some parts –just a heads up. We have eight (8) motors including the whaler, four (4) motors are working; three (3) to be fixed – total of seven (7).

Stephen Martinelli reported that the food tent trailer needs to be cleaned out ASAP.

VII. Special Committee Reports

- A. Bingo – No report
- B. Accounts Receivable – No report
- C. Banquet – No report

VIII. Old Business

- A. Sale of Resolute – advertised on Row2K
- B. Summer Crew Camp – all revenue in \$8,600.00 gross, expenses of \$1,395.00, we will be giving college coaches \$750.00. Mario Japzon stated that he would like to use the Boston Whaler to “pay” Coach Millar. Approximately \$2,000.00 will go to the coaches with a net of \$3,700.00 for summer camp.
- C. Meeting Schedule 2018-2019

Our next meeting we will have a parent meeting scheduled afterward.

- D. Nationals 2019

Donna Martinelli reported that we have rooms blocked, however, there may not be enough for all parents.

IX. New Business

- A. Major Fundraising Initiative

Brian Mulhall reported about an event that we can raise a lot of money – we need a big ticket item to help us solve this. Brian Mulhall proposed a big ticket item - major idea is a car raffle – red corvette – possible \$130,000.00 profit and solves the debt, new boats and puts money in the bank.

Jen DeVlieger stated that her husband is friendly with the Kerbeck family and will ask them about a corvette.

Tom Sigmund was concerned that if the winner does not want the car – Steve Nathan stated that they can take a certain amount in cash in lieu of the vehicle.

Another idea Brian Mulhall suggested was an ad book with all local businesses.

Brian Mulhall will research the car raffle.

Steve Nathan would like the food tent monies broken down week by week and determine why there was a loss.

A motion to adjourn the meeting was made by Donna Martinelli, seconded by Brian Mulhall.

The meeting was adjourned at 8:34 pm.