

## **Camp Committee Minutes**

December 17, 2024

Start Time 7:32pm

Attendees: **Voting members**

**James Del Greco**, Nelson Vargas, Lauren Bianchi, **Glen Katz**, **Mike Ilardi**, **Pat Degnan**, Rebecca & Adam Saltz., **Evan Trisler**, **Matt Culkin**.

### **Discussed budget line by line: Total Budget expectation \$377,500**

- Comment about job descriptions in terms of Job descriptions and Workers Comp claims
- Camp buses: First student 2 FT \$62000 1FT 1 PT \$42000, Full time previous company was \$78000
- Question: How many parents come to our camp but cancel because they found another camp? Mike I: Hasn't been an issue, more so kids being sick or no longer liking camp.

### **Discussed new Pricing Model:**

- Break-even price for last year we could have charged \$424
- Current pricing proposal is based on maximum 15% weekly profit margin.
- Weekly rates are week 1 through 4, once you hit 5<sup>th</sup>, 6<sup>th</sup>, 7<sup>th</sup>, 8<sup>th</sup> week each week becomes a higher discount bundle.
- Interest to include incoming 6<sup>th</sup> graders for Teen travel
- Nonresidents – 30% higher than baseline pricing.

### **Website:**

- Wants to continue use for the website and ensure the numbers are cohesive to the budget- Website \$6000, Additional fees brought up to \$14500.
- Suggestion to charge the additional fee to the checkout process or built into price.

### **Directors:**

- Do we want to change directorship? Unanimous Consensus was NO

### **Motions:**

Motions to hire First Student? Waiting until January

Motion to use the same camp website, Campsite up to 15,000k – Vote is unanimous.

Vote to use first student buses, Two buses– Unanimous

Vote to rehire past directorship – Unanimous

Motion to end, Seconded by Mike Ilardi

End 8:45pm

Submitted by: James Del Greco

Approved by: Glen Katz-OIC

Camp Committee meeting November 13, 2024

7:30 – 8:45 PM

Attendance: Beverly Nemiroff, Glen Katz, James Del Greco, Joe Del Greco, Evan Trisler

Camp discussion:

- Review of camp sign-ups

  - eliminating half days and partial enrollment

- Discussion hiring summer staff

  - suggested if you have too many staff on grounds, you can send them home.

- Before care & after care sign-ups

- Camp ratio 1-7, state requirements 1-10

- Camp hours 9:30am - 4:30pm

- Camp rates tabled.

Prepared by Beverly Nemiroff-Co-Chair

Approved by: Glen Katz-OIC

## Camp Committee Meeting 10/9/24

Start: 8:00 pm

End: 10: pm

Prepared by: Steve Koenigsberg

Attendance: Steve Koenigsberg, Caissie Levy, Ginny Pennachio, Kristen Kelly, Inga Donskaya, Evan Trisler, John Z., Nicole Adams, James Del Greco

-Started review of 2024 budget expenses vs revenue and how to structure rates for 2025 season. Great discussions on how changes would affect registration numbers. The goal for 2025 season is to get 200 campers registered for camp.

Ideas discussed:

-Modify current multi week discount program / and possibly lower base rates with a change in those discounts. Looking to establish a min weekly rate for a break even based on registration numbers and build from there.

-Modify current non-resident program/rates to attract more non WML residents to camp in order to grow the registration numbers.

-Working with Alyssa in marketing to come up with new marketing plans for the 2025 season

-Coordinating with the town rec program to see if Rockaway residents would sign up for a half day (Afternoon) program and Camp WML would pick up from the Rec School locations to transport to A-Field.

Steve is going to pull more detailed reports from the campsite system to send to everyone breaking down registrations by week/group/etc. Plan is to develop a budget outline at November meeting with possibly presenting to board so that registration could be open in December.

-No Motions this month.

Approved By: Michael Ilardi-OIC

Camp Committee Meeting 9/10/24

Start: 8:30 pm

End: 8:35 pm

Prepared by: Steve Koenigsberg

Attendance: Steve Koenigsberg, Mike Ilardi

-General discussion on successful Summer.

-No Motions this month.

Approved by: Mike Ilardi-OIC

Camp Meeting 7/16/24  
Prepared by: Steve Koenigsberg

Began 8:10 PM  
End 8:32 PM

Attendees: Steve Koenigsberg, Joanne Machalaba, John Zito, Mike Ilardi, Pat Degnan,  
Stu Joseph

Prepared by: Steve Koenigsberg

Discussions:

-General review of Camp for first 4 weeks. Everything running smoothly. Lots of positive feedback.

-Review of budget and expenses. Camp Director is on top and under budget on all lines at halfway mark.

-Discussion on adding an equipment shed to back of camp building. Camp Directors requested as athletic equipment storage in camp building is getting harder with things like goals and other equipment. Discussed need to add fencing around shed for security.

-Discussed new programs at camp this season, and new Teen Travel locations. Great feedback on all. Rockaway Rockets visiting camp this week and other Rec programs scheduled for later in Summer.

-Summer Fun will be visiting camp next week a few days so all kids at Summer Fun can participate. Bus will pick them up and bring them to A-Field and then back. Parents will be invited to join if they want so they can learn about Camp WML.

-Discussed Circus Pool – with the trees removed from the stream side, the pool has almost a full day of direct sunlight. Pool heaters have not been used at all saving on Propane usage. Plan for next year is to add solar heating to pool with the goal of cutting back on need for Propane heat even more.

-No Motions this month

Approved by: Michael Ilardi-OIC

Camp Meeting 6/12/24  
Prepared by: Steve Koenigsberg

Began 8:21 PM  
End 8:38 PM  
Attendees: Steve Koenigsberg

Prepared by: Steve Koenigsberg

Discussions:

- Camp inspection went well – no issues to address.
- 2<sup>nd</sup> staff training scheduled for Wed June 19th
- Camp starts on Monday June 24<sup>th</sup>

-No Motions this month

Approved by: Michael Ilardi-OIC

Camp Meeting Minutes 5/8/24  
Prepared by: Steve Koenigsberg

Began 8:21 PM

End 8:38 PM

Attendees: Steve Koenigsberg, Mike Ilardi, Charlie Bogusat

Prepared by: Steve Koenigsberg

Discussions:

- Discussed current enrollment status
- Non-Teen Travel schedule posted to FB for all grades
- Still looking for Camp Nurse (EMT/RN/EMS)
- Camp inspections scheduled
- Circus pool opening scheduled
- Camp lot has been repaved – looks amazing
  - Removed the bushes/planter area in front of camp building
  
- No Motions this month

Approved by: Michael Ilardi-OIC



Camp Meeting 4/10/24  
Prepared by: Steve Koenigsberg

Began 8:15 PM  
End 8:25 PM  
Attendees: Steve Koenigsberg, Mike Ilardi

Prepared by: Steve Koenigsberg

Discussions:

- Discussed the current status of enrollments. Campsite system working well.
- Still looking for EMT/RN/EMS position for Camp – all other positions are filled.
- No motions this month.

Approved by: Mike Ilardi-OIC

Camp Meeting 3/13/24  
Prepared by: Steve Koenigsberg

Began 7:53 PM  
End 8:07 PM  
Attendees: Steve Koenigsberg, Mike Ilardi

Prepared by: Steve Koenigsberg

Discussions:

- Discussed the current status of enrollments. Campsite system working well.
- Camp Director and Asst Director have been interviewing prospective staff and most positions are filled for the season.
- Bottle fill station is due to be delivered to Kurt this week and he will then install at the A-Field.
- Mike Ilardi received an update from the town regarding the planned construction at the Salt Dome area across from the A-Field. Work will not begin this year but town asked that we limit parking so that equipment trucks can easily get in and out of the lot. Steve will work with Camp Directors to set up a parking process using either Clubhouse lot with counselors using bus over to A-Field and/or Beach 2 boat ramp lot.
- Laurie is taking care of required paperwork for town and has reached out to Tassielli for summer dumpster rental. We are asking for a dumpster with bear lock bar, but also metal lids, as the bears push the lids into the dumpster to get at the garbage.
- No motions this month.

Approved by: Michael Ilardi-OIC

Camp Meeting 2/14/24  
Prepared by: Steve Koenigsberg

Began 8:08 PM  
End 8:15 PM  
Attendees: Steve Koenigsberg, Mike Ilardi

Prepared by: Steve Koenigsberg

Discussions:

-Discussed current status of enrollments. Campsite system is working well.

-Camp Director and Asst. Director to meet next week to start staffing discussions with a plan to get offers out by the end of the month.

-We have received an abundance of applications for positions at Camp – the only position currently missing is an EMT and we are continuing to look for applicants.

-No motions this month.

Approved by: Mike Ilardi-OIC

Camp Meeting 1/10/24  
Prepared by: Steve Koenigsberg

Began 8:16 PM  
End 8:25 PM  
Attendees: Steve Koenigsberg, Mike Ilardi

Prepared by: Steve Koenigsberg

Discussions:

-Approved hiring of Meghan Mattison as Camp Director for 2024 Season

-Approved hiring of Matt Culkin as Camp Asst Director/Athletics Director for 2024 Season

-Discussed new registration system. System has been up since Jan 1 – and so far it has been working as expected. Families are registering and setting up payment schedules.

Approved by: Michael Ilardi-OIC