**BOARD MEETING – September 20, 2023**

**PRESENT:**

|  |  |  |  |
| --- | --- | --- | --- |
| MICHELLE CROMWELL  ROGER CROOK  PAT DEGNAN  SCOT DESORT  DANIEL GRANT | MICHAEL ILARDI  GLEN KATZ  MARK KEMPNER  STEVEN KOENIGSBERG  DEBORAH LINNELL | MICHAEL LYNCH  DARYL MACELLARO  JOANNE MACHALABA  ~~BEVERLY NEMIROFF~~ | KRISTEN NEU  BARRY SILBIGER  MICHAEL STOCKNOFF |

**ADMINISTRATION:** ROBERT ROSSMEISSEL, Esq., Kyle Fisher, Esq.

**ARRIVED LATE**: None

**LEFT EARLY**: None

**ABSENT:** Beverly Nemiroff

Michael Ilardi, President, called the meeting to order on Wednesday, September 20, 2023, at 8:00pm

Greetings & Salute to the flag & Pledge of Allegiance- Led by Michael Ilardi

Deborah Linnell, Roll Call

**MOTION #1**: Motion to approve the minutes of the August 16, 2023 Board Meeting.

**Motion by: Michael Ilardi, President 2nd by: Pat Degnan, Director**

Discussion:

* Board member requests that motions that are pulled from an agenda should still show in the minutes.
* Motions not presented in a meeting are not discussed so they shouldn’t be in the minutes.

**Motion Carried**

# CORRESPONDENCE

None

**GOOD & WELFARE**

John DiNiro, 63 Cayuga Ave: Why aren’t meetings recorded? May be a good idea.

# PRESIDENT’S REPORT: Michael Ilardi, President

# We had the blood drive yesterday and collected at least 71 units. We receive a good amount each time.

Ilene H. is hosting a shredding event on Saturday, October 7th at beach 1.

Construction at the preschool is close to being completed. The floor needs to cure. We still need partitions for the bathrooms. More work was necessary than previously planned.

# TREASURER’S REPORT: Joanne Machalaba, Treasurer

POA has spent 73% of the budget through Aug 31, $1.5 million, on track.  96% of dues collected.

Country Club financials: Net income through August is $106K. Bar &Rental $113K.  Festival Day had a loss of $7K due to inclement weather. $5K will be moved from the planned POA budget to offset some of the loss.  General expenses show a net loss of $67K, mostly taxes.  More expenses to hit from POA allocations, such as insurance.

Of significant note is the Camp budget. Currently Camp has $55k of net income. Allocated expenses are yet to hit. Last year these were $76,000, so Camp is projected to have a loss of about $20K. With an adjustment to not include the Circus pool repair expense of $27K, the argument is that Camp will make $7K.  Regardless, this is disappointing, given the $100K net income in 2022.  Camp income was 8% less this year due to lower enrollment, yet expenses were 30% higher. Ryan and I plan to work more closely with the Camp Committee to have better controls in place for spending. By the time we see the expense, it has happened and is owed.

Board discussion: Camp & Preschool are benefits to the community; we don't have to make a huge profit. Fees, must at minimum, cover the expenses to run the program. Country Club has overarching infrastructure/capital expenses it is responsible for as CC owns the assets. POA has and continues to pay for CC expenses, as CC does not have the funds. Camp is capable of bringing in substantial revenue with very reasonable rates, as in 2022. Last year camp was understaffed yet had a lot of campers. This year camper numbers were down and we brought in new programs with increased expense. We increased teen travel trips and enrollment and want to plan trips now so parents are aware and can choose their weeks. We surveyed parents for feedback.

It was proposed to reduce Camp staffing to match the required ratio of campers to counselors. It was mentioned Camp was part of POA years ago with its own budget and was able to apply income to future years. Camp was moved to CC as POA is not a profit making entity, CC is.  Camp income goes into CC Cash, as does Preschool and Bar & Rental to cover CC expenses.  Both POA and CC continue to fund the Reserve Fund intended to cover CC capital expenses.

Bottom line, how does CC sustain itself more independently? Do we believe CC should make a profit so as to pay for CC assets, reducing the POA dues subsidizing the CC expenses, while still offering good value to the WML Community?

# LEGAL COUNSEL’S REPORT

# Attorney- Fred believed it was a good idea to bring another attorney to attend these meetings. Please welcome Kyle Fisher.

Discussion:

# None

# COMMITTEE REPORTS

Civic Affairs: Political Candidates night will be held on Monday, October 30th at 8pm.

Meet the Mayor is next Wednesday, September 27th at 7pm including several departments head.

House Activities: Thanked those that helped us set up for the lawn party. We received a lot of good feedback from this event.

**OLD BUSINESS:** None

**NEW BUSINESS**

**MOTION #2**: Motion to hire Rockaway Express Auto Body to do the following work on the maintenance dump truck: spray protective coating in bed / sand and paint rear panel / clean and sand bottom and front of truck to remove rust. Money to come from line 525.01 and not to exceed $4,000. This will not overspend the line.

**Motion by: Steve Koenigsberg, Director 2nd by: Michael Ilardi, President**

Discussion:

* None

**Motion Carried**

**MOTION #3:** Motion to hire Stanley & Orke to replace the beach 3 bathhouse roof. Money to come from CC Reserve Fund & not to exceed $10,000.

**Motion By: Steve Koenigsberg, Director 2nd by: Michael Ilardi, President**

Discussion:

The vinyl soffit is not in the other proposal making proposals different.

These roofs are not typical roofs & Stanley has done work for us on other roofs that have been done well. They are the most experienced in putting in a TPO surface. Some roofers want things done their way when it doesn’t work. Stanley is not doing the soffits. It doesn’t always look as good as it does on a home.

What is the reason we are using TPO instead of EPDM?

It’s what’s recommended for our flat roofs and comes with warranties.

**Motion Carried**

**SECURITY FYI:** Hired D&M Auto Repair to repair the security vehicle at a cost of $847.67. Money to come from line 531.04.

**MOTION #4:** Motion to hire Pepper’s Pony Express to provide ponies and a petting farm for the Fall Festival event at a cost of $2,100. Money to come from line 539.09.

**Motion By: Pat Degnan, Director 2nd by: Daryl Macellaro, Director**

Discussion:

None

**Motion Carried**

**WOMEN’S CLUB FYI**: Hired Kidz Play to supply an obstacle course, funhouse and three attendants for our Fall Festival at a cost of $1,380.79. Money to come from line 539.09

**MOTION #5:** Motion to pay $2,671.50 to Fox Architectural Design for additional site visits and redesign of the preschool construction plans. Money to come from planning line 507.00.

**Motion By: Michael Ilardi, President 2nd by: Mike Stocknoff, Director**

Discussion: What was the overall total? The original motion was for $5,500.

**Motion Carried**

**MOTION #6:** Motion to purchase a Mercury 9.9hp boat motor for the maintenance barge including installation from Danforth’s Inc. at a cost not to exceed $6,000. Money to come from line 525.06 and will overspend the line but made up from funds in line 525.01.

**Motion By: Steve Koenigsberg, Director 2nd by: Pat Degnan, Director**

Discussion:

None

**Motion Carried**

**MOTION #7:** Motion to purchase Campsite software solution to manage the Camp WML registration/onboarding process-2024 annual contract. Cost not to exceed $6,200 (reduced monthly fee of $399 with Oct-Dec 2023 included). Monies to come from the 2024 camp budget.

**Motion By: Steve Koenigsberg, Director 2nd by: Michael Ilardi, President**

Discussion:

It takes about 2 ½ months for set up. We asked them to include the cost of usage to next year’s bill.

Is it being used by anyone this year? No, this year will be just for set up.

Why are we going with this software? This will allow us to run other sign-ups through this system. Fee is unlimited users.

It’s easy to use. Regarding camp, it will allow us to offer partial weeks, which would be difficult with our current process.

We discussed using other software in the Marketing Committee meeting.

This system also allows other functions.

Is there an MSA that goes with this? Rob looked at this & it’s well covered. There’s more to it than you see.

Our Computer Committee should be involved in reviewing this program as well.

This system works best for us (camp) based on demos of other companies.

We are looking for approval now because it will take us longer to set it up. They will help set this up for us and load everything into the system.

Is this an annual contract? Yes

Can we download/retain the information? Yes, it belongs to us. Do our due diligence for the security of this company.

Have we received any referrals? Most on the list are usually good referrals, not bad.

A good question to ask other companies that use this is, “What are two things you would like to see improved?”

The cost will be spread out in the future when used for other sign-ups by other committees.

Jotform was not user friendly for the office staff.

Read reviews for limits on communication/email blasts. We’re not using that.

The refund process was also a downside.

**Motion Carried**

**MOTION #8**: Motion to purchase Campsite software solution to manage the Camp WML registration/onboarding process-set up/training for the remainder of 2023. Cost not to exceed $550 for onboarding and training. Monies to come from the 2023 camp budget.

**Motion By: Steve Koenigsberg, Director 2nd by: Pat Degnan, Director**

Discussion:

It’s presented as an FYI since it goes hand in hand with the previous motion.

**Motion Carried**

**GOOD AND WELFARE:**

Barry Mendelsohn, 53 Oakland Ave, Last week you discussed salaries of employees with the budget. Did you take the increase of minimum wage into account? Yes

**ADJOURN AT 9:20p.m.**

**Motion by: Michael Ilardi, President 2nd by: Mike Stocknoff, Director**

Next Board Meeting is Sunday, October 15, 2023 (2nd Annual)

Written & Submitted by: Suzie Palazzo

Approved by: Michael Ilardi, President