

Minutes
Executive Committee Meeting
Beverly-Marblehead Sail & Power Squadron
December 5, 2018

1. Commander Pszenny called the meeting to order at 1905, followed by the Pledge of Allegiance and a Moment of Silence for our Troops in Harm's Way and for the late President George H. W. Bush who died November 30, 2018.
2. Attendees: Cdr Alex Pszenny, Lt/C Ted Nigro, Lt/C Lou Schoenthal, Lt/C Ray Tilton, Lt/C Robere Sant Fournier, Lt/C Walter Riley, Joan Thayer, George Stairs.
3. Alex requested a volunteer to record the minutes. Joan accepted.
4. Minutes of the October 3, 2018, meeting were read by Alex in lieu of Lt/C Reed who was unable to attend.
 - a. A motion to accept was made, seconded and unanimously approved.
5. Changes to Web Site Maintenance/Management
 - a. P/LtC Smith was unable to attend. He had informed Alex that he needs more time to research options and develop a recommendation. The matter was tabled until the February XC meeting.
6. Membership – Cdr
 - a. Membership increased to 143, up by 5. Two of the five were transfers from another squadron.
7. New printing of rack cards – Cdr
 - a. Tentatively will reorder the same 1000 through Cricket Press for \$170. Staples and Minuteman quotes were significantly higher.
 - i. Action: Robere to ask Cricket Press about the break-even price.
 - b. Cards must be ready for the February 9th N.E. Boat Show
 - c. Action: Alex will make suggested changes to both sides of the card and send to attendees for comment.
 - i. Side one: # 2 and 4 as well as remove Jack Reed and contact info. Replace with website address.
 - ii. Side two (Course Offerings) - Details only for the ABC course. Then bullets for others. Replace Walter Riley and contact information with website address.
 - d. Brief discussion about VSC at Palmers Cove and apparent conflicts with the USCG Auxiliary.
8. Analysis of Member Survey – Lt/C Nigro
 - a. Ted provided copies of the survey and led the discussion on the findings. Ted thanked Dale Smith and Joan Thayer for their assistance. Survey results generated more questions than answers.
 - i. 20% response, (41 people)
 - ii. 88% of respondents over 60, same as BMSPS membership. Compare with 41% for U.S. boat owners at large.
 - iii. Most join for educational courses.
 1. Need to keep the connection after the course.
 - iv. Most indicated they were too busy to attend meetings.
 1. Need to make attending meetings a higher priority for members.
 - v. There is interest in one-day seminars, yet neutral for on-line courses.
 - vi. Variety of suggested social activities.

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- vii. 50/50 opinion on changing squadron name. Given legal/tax implications, no change will be pursued at this time.
 - viii. Action: Ted will provide a summary for the January 2 general meeting.
 - ix. Alex thanked Ted for undertaking the survey.
9. Upcoming Meeting Plans – Lt/C Tilton
- a. Alex commented on the reversal of meeting/speaker at the November general meeting. Was done at speaker's request. Consider doing this for future meetings. No action taken.
 - b. January 2, 2019
 - i. Alex will provide deli platters. Robere will provide salad; Speaker: Brendan Sheehan on Fire Safety. Already on website.
 - c. March 6, 2019
 - i. Supper: TBD
 - ii. Speaker: Bob Dugan on Maritimes Cruise
 - iii. Election of Officers/Change of Watch
 - d. May 1, 2019
 - i. Supper: TBD
 - ii. Action: Joan will contact Doug Park, Redd's Pond Boatworks in Marblehead for a talk "The Story of the Dragon", a Herreshoff Steam Launch built there recently.
 - iii. 2019 Budget review and vote
10. Fall Course Review - Walter
- a. All courses have been completed – ABC, Engine Maintenance and Boat Handling. All participants who took exams passed.
 - b. Partners in Command was not offered.
11. Spring Courses – Walter
- a. ABC
 - i. Gloucester High School, starting Feb 28, 2019
 - ii. Hamilton-Wenham Library, starting March 26, 2019
 - iii. Salem Police HQ, starting March 26, 2019
 - 1. Volunteer needed to oversee student access to and from the secure building.
 - iv. Marblehead VFW, starting May 1, 2019
 - v. Fee: \$60 for all ABC courses.
 - 1. Considered early registration discount to avoid expense of mailing materials. No action taken.
 - vi. Better publicity needed to achieve higher enrollment. Need in January and early February. Contacts for yacht clubs will be given to Walter.
 - 1. Action: Alex/Lou – Salem Willows YC; Ted – Palmer Cove YC; Robere – Manchester YC; Joan – Corinthian YC, Eastern YC and Boston YC. Need someone to cover Eastern Point YC, Sandy Bay YC. Also ask if clubs will put our link on their website.

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2. Action: Alex will draft email that Walter can use to send to the club contacts.
 - b. Advanced Courses
 - i. Marine Navigation
 1. Price: \$80 member/\$100 non-member
 - ii. Marine Electrical Systems
 1. Price: \$45 member/\$65 non-member
12. Tentative Fall Course Offerings
- a. ABC; new version of manual coming out soon. Means lots of prep work for instructor.
 - b. Alex suggested the following as a result of the survey and with early registration discounts.
 - i. Navigation
 - ii. JN – Alex offered to teach if he could see the manual. Alex will ask Andy Sumberg.
 - iii. Weather
 - iv. Cruise Planning – Robere suggested he might teach if he could see the manual
 - v. Action: Walter will order a manual each for the two courses above when he hears from Alex.
13. Treasurer's Report – Lou
- a. Lou provided handout of June to November.
 - i. Checking Acct: \$1852.29 (two checks yet to be posted)
 - ii. Fidelity (Oct): \$54,176.80. May be slightly lower as of end of November.
14. Renewal of MA State Tax Exemption
- a. Action: Lou will present at the February meeting how much was spent in sales tax in 2018 to determine if it is worth the time, effort and savings to pursue.
15. Nominating Committee Update – Joan
- a. Executive Officer and Admin Officer positions still unfilled. Alex stated that this is undesirable but National allows those positions to be left unfilled for the slate.
 - b. Possible candidates to be considered are 8 members who joined from 2000 forward and have a Merit Mark.
 - c. Will consider 10 other members with a Grade and also with memberships starting in 2000. Four are between ages 65 and 70; three are between 60 and 64, 2 are under 60.
 - d. Joan will keep the committee updated.
16. Dear Friends Email – Alex
- a. On or about December 19, Alex will send an email to the membership; information to include:
 - i. January meeting details
 - ii. Boat Show Dates and opportunity to assist
 - iii. No dues increase
 - iv. Final ABC and VSC statistics
 - v. Action: By December 15, advise Alex of anything else to put in the email.
17. Donation to JYC - Alex

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- a. Alex will contact the JYC commodore regarding what kind of a donation the squadron might give to the JYC for the use of the facilities.
18. Meeting adjourned at 0938

Respectfully submitted,

Joan Thayer

Recording Secretary