

March 14, 2023

Mid-Atlantic Meeting Minutes

Recorded by your Secretary,
Austin L. Berndlmaier

Members in Attendance:

Ed Andrews
Joe Gartner
Brian Gagnon
Carmen DeLeo
Steve Ingraham
Dave Bernard
George Hulse
Doug Mehring
Austin Berndlmaier

Discussion Topics:

- Sea Scouts
- Grant Request Applications
- Boat Shows
- Registration Forms
- Apparel

Ed called to order approval of the meeting minutes from 01/10/2023.

-Joe Gartner made a motion to approve.

-Dave Bernard seconded this motion.

-The motion was approved.

The Secretary's report was given by Austin.

-Two edits requested by Carmen were made to the minutes.

-The minutes were approved.

The Treasurer's Report was given by Joe Gartner.

-Savings Account Balance = \$19,525

-Operating Account Balance = \$11,498

-Ordinary Income of approx. \$1,600 generated through:

-Nautical Mile ad revenue

-minimal interest gains

-membership dues

-Expenses = \$1,066.10

-Office expenses = \$1,000.04

-Postage = \$62.10

-Not mentioned = \$3.96

-Positive Income = \$534

-Fulton Bank Account Balances:

-\$216,122.67

-Negative income of \$2,637

-Carmen made a motion to approve this report.

- Dave Bernard seconded this motion.
- The motion was approved.

Under the umbrella of the Vice President's Report:

- The Sea Scouts attended the Atlantic City Boat Show.
- The Sea Scouts were well received.
- According to Steve, Bill said the boat would be "in the water" by some point in the summer and is hoping to receive \$3,000.
- The Sea Scouts will be present at Somer's Point.

Ed recaps the discussion surrounding a financial grant application process from the earlier executive meeting:

- Brian made a motion which was approved to fund the Sea Scouts outside of the Mid-Atlantic Chapter's new grant application process.
- All financial aid requests must be submitted by September in order to receive funding for the following year.
- The Sea Scouts will be granted a one-time sum of \$1,500 in exception to this newly adopted procedure, but any future funding requests must be made in accordance with said procedure.

The Atlantic City boat show:

- Show was sold out which resulted in a lesser booth assignment than in previous years.
- Despite this, decent attention was garnered and interest from potential new members was noted.
- There was a lack of cruisers, sailboats, etc.
- Most booths displayed outboards.
- Lots of inventory on hand this year at inflated prices.

Sunnyland:

- Brian discussed the party at his house
- The South-bound cruise
- Promising weather in Tavares

Report on the Endowment Committee Meeting:

(Per Joe & Brian)

- Our investments in Fulton Bank are down slightly.
- Reassurance from Fulton that their strategies are sound.
- Split between equities and bond funds.
- Delay further grants until investments turn positive again.

Membership Report:

(Per Brian & Ellen)

- Currently sitting at 90 members
- Thank you to new member John Ferris and his sister for volunteering at the Atlantic City boat show and putting in a lot of hours.
- Various membership drops, most likely to renew
- ACBS awards categories are determined by chapter size

Old Business:

(Per Steve, Carmen, & Ed)

- In communication with Chesapeake Chapter regarding show registration forms
 - Trying to update and streamline the registration process to alleviate clerical stress
 - An email address accessible by chapter officers is required to continue this process
 - Ed Andrews currently owns our web domain
 - The chapter needs to take ownership of the domain
 - A goal has been set to put the show registration form on our website by May 1st.
 - Pairing apparel orders to show registration forms would greatly reduce the amount of effort required to supply hats, shirts, etc, to show attendees.
- Name badges were sent out — difficulty encountered with the Post Office

Apparel:

(Ed recaps)

- Have boat registration also include apparel orders and other accessories (Ed will front the costs if needed)
- Small discussion on ordering hats in bulk to sell at shows
- Steve will call Meg to jump start the hat ordering process
- Hats, hats, and more hats
- Brian made a motion regarding ordering hats
- If hats cost \$300 or less, order 24 hats.
- Steve seconded the motion
- Motion approved

New Business:

(Brian & Ed)

- Tri-folds
- Joyce reformatted the brochures so they can be used indefinitely without needing calendar updates
- 1000 copies printed
- Cost approximated at \$500
- High use item
- Brian brings up a boat the chapter owns (rowboat)
- Attempts should be made to sell the boat
- A nice boat that should be sold before it deteriorates
- No motion is made to sell, but approval of sale is given

Next Meeting is on May 9, 2023

-Meetings are on the second Tuesday of odd months.

Ed made a motion to adjourn the meeting.

- Joe seconded the motion.
- Motion carries.