

Mid-Atlantic Chapter ACBS

Chapter Meeting

November 26, 2024

Via Zoom

Members in Attendance:

Ed Andrews	President
Dave Bernard	Vice President
Austin Berndlmaier	Secretary
Joe Gartner	Treasurer
Steve Ingraham	Webmaster
Carmen DeLeo	Show Chair
Brian Gagnon	Director
Joyce Turner	Director
Richard Hughlett	
Chris Brown	
Bill Murphy	



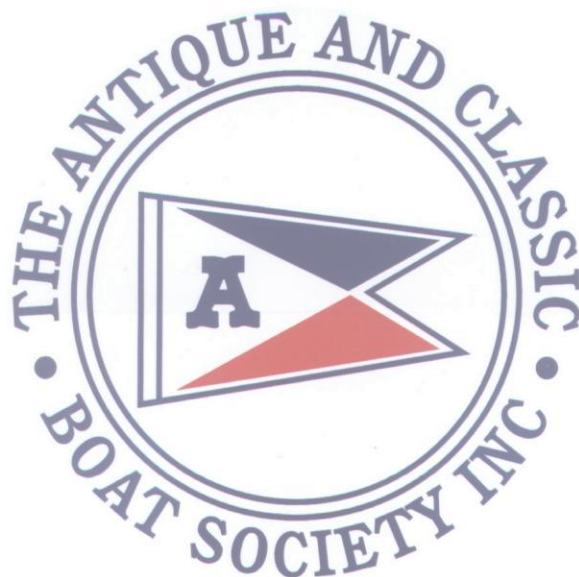
- 1. The meeting was called to order**
- 2. The minutes from September's meeting were approved.**
- 3. Secretary's Report: Austin Berndlmaier**

Austin shared a proof of the chapter business card he was working on.

Carmen asked if the thank-you letter to the Tabas brothers was sent out.

Brian asked what the return was for both items.

Joe answered yes to the letter and said we made \$4/500 from the items.



4. Treasurer's Report: Joe Gartner
a) Financials

Mid-Atlantic Chapter of ACBS
Profit and Loss Standard

December 1, 2023 through November 10, 2024

Mid-Atlantic Chapter of ACBS
Balance Sheet Standard
As of November 10, 2024

Dec 1, '23 - Nov 10,...

	Nov 10, '24
ASSETS	
Current Assets	
Checking/Savings	
Fulton Bank	271,860.28
Truist	12,794.04
Truist Savings	18,397.62
Total Checking/Savings	303,051.94
Other Current Assets	
Inventory	426.05
Total Other Current Assets	426.05
Total Current Assets	303,477.99
TOTAL ASSETS	303,477.99
LIABILITIES & EQUITY	
Equity	
Retained Earnings	264,995.88
Net Income	38,482.11
Total Equity	303,477.99
TOTAL LIABILITIES & EQ...	303,477.99

Ordinary Income/Expense	
Income	
Ad Revenue Barnegat Bay	1,890.00
Barnegat Bay Registration	1,750.00
Barnegat Bay Vendor Fees	200.00
Boat Show Food	1,300.00
Boat Show Registrations	675.00
boat show vendors	200.00
Christmas Party	70.00
Donations	1,082.40
Barnegat Bay Ship Store	99.00
Interest Earnings	173.90
Membership Dues	2,000.00
Reimbursement of Expenses	345.75
Sale of Hats	150.00
Burgee Sales	600.00
Total Income	10,536.05
Cost of Goods Sold	
Cost of Goods Sold	629.21
Total COGS	629.21
Gross Profit	9,906.84
Expense	
Boat Show Expenses Barnegat...	2,073.17
Boat show Food Expenses	1,442.88
Contributions	2,327.92
Credit Card Fees	90.13
Boat Show Expenses	1,078.06
Office Expenses	876.14
Postage	420.95
Printing Costs	778.06
Total Expense	9,087.31
Net Ordinary Income	819.53

The Treasurer's Financial Report was approved.

4b) Endowment Committee: Joe Gartner

4c) Budget Presentation FY 2025: Ed Andrews

Ed explained that we will be taking a three-year average balance of our endowment fund and spending between 2 and 7% annually going forward.

The boat show budgets for Bristol and Barnegat will go unchanged.

The merchandise budget will be increased.

The Barnegat show is looking for leadership now that Joyce has stepped down.

Brian recalled comments made by Barnegat chapter members that they only wanted to merge with Philadelphia if their show remained an annual event.

Joyce added that boaters from all over the region participated in this year's show.

The Barnegat show will remain a line item in the hopes that it continues to exist.

Our chapter's goal for next year is to gain at least a dozen new members through better marketing and retention strategies.

Ed hopes that under our new president next year, a committee for chapter development will be formed in order to determine how to spend money on the above goal.

Joe asked for an explanation on the Sea Scouts' grant applications.

Bill Murphy offered to clarify the Sea Scouts' budgetary desires.

Bill mentioned the possibility of the chapter subsidizing memberships for Sea Scouts members.

Austin confirmed that junior memberships are much cheaper @ \$15 as opposed to the \$65 adult ACBS membership (which is going up to \$75 next year)

Ed wants to have a separate meeting with Bill and the new treasurer in order to determine what the scouts need most next year.

5. President's Report: Ed Andrews

a) Election of Officers/Directors for 2025 in process

b) Sea Scout Initiative: Bill Murphy / Steve Ingraham

The Seahorse was at the Barnegat show.

Bill met a lady from the Keys Foundation in Florida who offered to help sponsor the Sea Scouts.

The boats are being maintained well.

Bill has a number of boats to bring to next year's Barnegat show.

Bill discussed bringing the Seahorse over to Bristol next year.

Our chapter welcomes and invites the Sea Scouts to participate in the Mahogany & Steel show next year at the end of May.

The Seahorse is owned/funded by a separate 501(c)(3).

Bill's plan is to acquire overnight-capability at the dockage for next year's Barnegat show.

Bill recalled that the county is very excited to help bring more boats to next year's Barnegat show.

Duncan Hood, of Chesapeake Schooner Racing, is a new member of our chapter. His organization offers grants to groups like the Sea Scouts.

Joyce suggested for Bill to visit a local library to ask if there are any grants/funds for the Sea Scouts to access in the area.

Bill is also writing an article for an upcoming Weekly Web Watch.

Chris Brown said if Bill comes down early with one of the boats, he can try to get him a free slip.

5c) ACBS Oral History Project

The deadline for replies is in February.

The project organizers will try to sell you a lot of things.

Your responses will be recorded for posterity.

One last printed directory will be distributed at the end of this year.

Continued printing is unsustainable due to rising costs.

Austin proposed purchasing a copy to post on our website.

This is probably unlikely to happen as it may violate copyright laws.

6. Vice President's Report: Dave Bernard

Pictures and videos have been sent to Carmen for a potential year-end recap video.

a) Chapter Activities 2025: Carmen DeLeo

In order to attach QR codes to boats featured in our shows in the future, we need to complete registration earlier to allow enough time to set them up.

The full calendar will be posted on our website.

The biggest change next year will be Mahogany & Steel moving up to May 31 from mid-July.

Carmen will draft a report on square and potential solutions to streamline the online payment process which can be voted on in the future.

Next year is the ACBS' 50th anniversary.

Carmen will send the invoice from the Holiday party to Brian for reimbursement.

b) Holiday party 2025 TBD

7. Membership Report: Ellen Gagnon (Brian Gagnon filling in)

We are at a steady eighty-eight members.

8. Nautical Mile: Brian Gagnon

No new updates.

a) Advertising

No new updates.

9. Old Business

a) Website: Steve Ingraham

Steve posted pictures from the Barnegat Bay show and the commissioning of the submarine New Jersey on the website.

There was more discussion surrounding QR codes.

b) Social Media: Gloria Gartner (Joe Gartner filling in)

No new updates.

c) Inventory Sales: Austin Berndlmaier

Austin and Carmen sold *Time Bandit* to a chapter member for \$500.
It now lives on the Metedeconk River.

10. New Business

Joe Gartner is retiring as Treasurer.

Joe has agreed to stay on the investment committee.

There is a meeting with Fulton Bank in December.

Austin requested more time for the minutes to be distributed just for this edition of the minutes.

Austin also raised concern about voting for chapter offices/appointments without properly meeting/introducing the new electees.

Joe Gartner seconded that there should be background checks for anyone who will be an officer of the club.

Ed stated that voting will be over by 6:00 pm on Friday 11/29/24

11. Next Meeting on January 14, 2025

12. Meeting Adjourned