



September 9, 2021

Monthly Board Meeting Minutes

GRSA Mission: To Promote Sailing in the Richmond, Virginia, Area.

Attendees:

Board Members

- x **Chris Cookson**,
Commodore
- x **Jill Reilly**,
Vice Commodore
- x **Grant Smith**,
Rear Commodore
- x **Dan Walsh**, Treasurer
- x **Joan Evans**, Secretary

- x **Mike Keeler**,
Member at Large
- x **Michelle Leipold**,
Member at Large
- x **Jay Malcan**,
Member at Large
- x **Rocky Rochester**,
Member at Large

Committee Members

- x **Grant Smith**,
Membership
- x **Ruth McClintock**,
Audit/Bylaws
- x **Charles Hunt**,
Chaplain
- x **John Lew**,
- x **Pete Cookson**,
Facilities/Boat Yard
- x **Dave Upton**,
Races
- TBD**, Promotions
- Gerri Gallagher**,
Pavilion
- x **Chris Cookson**,
Education
- x **Michelle Leipold**,
- Emily Gilbert**,
Social

Members

- Jeff Butts
- Bruce Kozlowski

ITEMS TO BE DISCUSSED

| Item | Person Responsible | Time Allocated | Outcome |
|--|---|----------------|---------|
| Commodore calls meeting to order/opening remarks | Chris Cookson | 5 minutes | |
| August Monthly Board Minutes – motion and approval | Secretary | 5 minutes | |
| Board Reports | | | |
| Treasurer Members at Large Vice Commodore Secretary | Dan Walsh Jay Malcan Rocky Rochester Mike Keeler Jill Reilly Joan Evans | 45 minutes | |
| Committee Reports | | | |
| Membership Audit/By-Laws Chaplain Facilities Race Pavilion Promotions Sail Programs/Education Social | Jill Reilly, Grant Smith Ruth McClintock Charles Hunt John Lew, Pete Cookson David Upton Gerri Gallagher TBD Chris Cookson | 60 minutes | |

| OLD BUSINESS/TASKS | PERSONS RESPONSIBLE | NOTES |
|---|----------------------------------|----------------------------------|
| Neglected Boats Committee | Jeff Butts, Chris Cookson | Proposed Dry Dock Parking Policy |
| Waiver Language/Insurance Policy | Dan Walsh, Jeff Butts | |
| Corner lot | Rocky Rochester | |
| Phone Message Update | Dan Walsh | |
| T-Shirts | Grant Smith, Michelle Leipold | |
| Waitlist Socials | Chris Cookson | |
| Hydrilla Benthic Barriers (mats) along docks? www.lakebottomblanket.com | David Upton | |

| NEW BUSINESS / TASKS | PERSONS RESPONSIBLE | NOTES |
|--|-------------------------------|--|
| Nominating Committee for next year's Board | Chris Cookson, Jill Reilly | |
| Mike Sweeney request to become stockholder | Chris Cookson | |
| Goose Roundup by USDA | John Lew | |
| Other Hydrilla Options (Chemicals) | John Lew | Possible club representative for meetings concerning the reservoir |

Minutes

Meeting held on September 9, 2021
GRSA pavilion
Called to order at 7:00 p.m.

Opening Remarks by Commodore

Chris Cookson:

Thanks for coming out. The wait list that shows up on Wild Apricot is not accurate. Forty-nine paid and are on the waitlist. Three additional wait listees have not paid yet. We are getting ready to send out email to folks on waitlist who want to join us for the open-house September 19th. Waitlist is still growing by a couple of people a week.

Dan can speak to the \$4,900 for folks who paid the \$100 application fee.

Carlos cut up the Flying Scot that was stowed in woods and hauled it away. Mast and boom are still there. Mast is still onsite and stored.

John Lew: We have some hooks to put on the walls of the boat house for extra masts.

Chris: Carlos will try to dispose of trailer that had been used for the Flying Scot that he cut up.

Chris: Bill Kitchens has the title and registration for Ann Watson's Thistle. Spot is not needed at the moment.

Chris: Registration is open for Flying Scot District races. We have put out notice of race. Will add hydrilla warning to the notice. This is the time of year that the hydrilla gets out of hand.

Pete Cookson: Maybe we can put markers in water to warn people where hydrilla is bad.

Grant Smith: We could have everyone keep their boards up and tow them out further using the pontoon boat.

Pete: Pontoon boat will grab hydrilla as well.

Chris: We can figure it out as we get closer. If there is a channel through which to send pontoon without getting it clogged, we can do that. We are one marker short for set-up for the race.

Chris: Chesterfield County EMT wants to train the week of 10/18 – 10/23 for search and rescue. They will have a lot of equipment on hand. They emailed Tom Gallagher, and Tom sent them Heather Reinecke's and my contact information.

Dave Upton made a motion to approve August 2021 meeting minutes as corrected.
Motion was seconded by Ruth.
None were opposed. Minutes were approved as corrected.

Commodore's Report

Chris Cookson:
See his remarks above.

Treasurer's Report

Dan Walsh:
Financials are through August 2021.
Under membership, we brought in \$2,100 this year. Need to reconcile from last year those who have paid and tie into the \$4,900.
Between membership dues and income, we are at \$84,000. Up around \$4,000 from membership side. Sail program was budgeted for \$44,575 and we are actually at \$36,087.
\$8,000 under budget to actual for sail program. See report below.
Should be good with payroll.
Doing well year-to-date.

Dave Upton made motion to accept report.
Chris seconded the motion.
None were opposed. Report was approved.

Insurance

Dan spoke with Sarah at the insurance company. Current policy is a \$3M umbrella. Sarah will provide numbers for 3, 4, 5, and \$6M. She is looking at policy for sail program needs and coverage for directors and board members. Re crime/forgery and cyber policy info—we have some coverage. Right now we have coverage for \$500,000 per incident.
Dan: We have the coverage for expenses associated with injured attendees.
Dan: We should roll up worker's compensation into umbrella policy.
Grant: We only have employees 6 months/yr.: April – September.
Dan: I believe the insurers look at overall dollar amount, but I will double-check.

Members at Large

Mike Keeler:
No report.

Michelle Leipold:
No report.

Jay Malcan:
No report.

Rocky Rochester:
No report.

Rocky: Referencing the corner lot—I'm not an advocate either way, but lot will sell sometime, and we don't know what will go in there.
Chris: We just wanted info. Not actively going after them to buy the lot at this time. Just want to be prepared in the event it does go on the market. It was never on the market such that we could make an offer. Dues would have to change, however, to cover a loan to buy the property.

Vice Commodore's Report

Jill Reilly:
No report.

Rear Commodore's Report

Grant Smith:
No report.

Secretary's Report

Joan Evans:
Hollbergs have been sent an email with an example showing how to fill out the stock certificate and get it notarized. Allens have been sent the replacement stock certificate with an example showing how to fill out the stock certificate and get it notarized.

Membership Report

Chris:
Michael Sweeney sent a request to be a stockholder.

Chris made motion to let the Michael Sweeney family become stockholders.
Ruth McClintock seconded the motion.
All were in favor. Motion was carried.

Joan will initiate the stock certificate process once Chris has sent her the email with information about Mr. Sweeney's request.

Audit/By-Laws Report

Ruth McClintock:
No report.

Chaplain Report

Charles Hunt:
No report.

Facilities Report

John Lew:
Thanks to Dave Upton for cleaning the exterior sign on both sides, the whole grilling area, and the interior of boat house. Work Day is on for Oct. 16, 2021. Pavilion is rented on the 16th but not needed until 5:00-10:00pm. Rain day is Nov. 6. Split bench tables are in but are not delivered yet. They will be delivered and set up Saturday, Sept. 11, 2021, between 7:00 – 7:30 am.

Geese Population Concerns

John asked Bruce Kozlowski to share new information regarding a possible solution with the United States Dept. of Agriculture (USDA).

Bruce Kozlowski: I contacted the state of Virginia regarding the problem. Jeffrey Randolph is the contact, and he is close by in Moseley, VA. I explained situation regarding the geese to Jeffrey, who was surprised that they were still molting. I said that we have tried several different remedies which haven't worked long-term.

Mr. Randolph's response was that we are indeed being severely damaged. He explained further that there is a Resident Canadian Geese Program: federal agents and volunteers come out with kayaks and net the geese. The geese are placed in turkey cages and brought to a certified slaughter house. The meat is given to different charities. Nothing is done to harm the animal during the netting process, and nothing is wasted in this federal program. The geese are sacrificed for a public good. We should contact them again in the spring of next year as they need to do this in June/July.

John: We have about 100 geese, and this process would be undertaken while they are molting since they will not fly away. Overall cost is \$1500 plus \$6 per goose.

Pete: Is this just in our area?

Bruce: Yes, the USDA wants to know who complainant is and what specific property is being considered. Goose poop by itself is not an ecological reason to do something like this.

Pete: What about future return?

Bruce: This procedure can only be done on non-migrating geese.

John: We will do other mitigation until then.

Chris: Hopefully what we do will keep others from coming again.

John: Local geese attract migrating geese.

Bruce: USDA doesn't want to interfere with migrating geese.

Pete: I spoke with Brandermill about their goose problem. We don't want their geese population invading our area.

Bruce: They were able to eradicate everything in a lake in Northern VA.

Hydrilla Concerns

John: We have looked into the possibility of chemical eradication of hydrilla. Bruce Kozlowski is on the Hydrilla Board for the local community and can speak to this.

Bruce:

Water belongs to Chesterfield County. I spoke with George [surname not known at this time] who is internationally recognized for his expertise on the subject. The reservoir is not deep enough or big enough to deal with chemicals due to the dispersion issue. The county will not put the population at risk. The county is the national standard for water quality.

Fifteen – seventeen percent hydrilla is acceptable for filtration/purification, and it grows like crazy in July and August. Harvesting is best way to approach the problem as hydrilla lays over surface of reservoir. Two boats create a path to a width of 20 feet maximum. They harvest and place hydrilla in containers that are then sealed and brought to the landfill. This approach would have to be agreed to by at least 100 residents on the reservoir. However, the option has to date not been accepted because residents don't want to pay \$750 in July and \$750 in August to create these pathways.

Hydrilla board meetings aren't open to the public as such; they are more of a scientific advisory meeting. Our GRSA leadership have been sent notification of those meetings. About 100 people show up, and scientists and staff give presentations.

Grant: Hydrilla is invasive species.

Bruce: Hydrilla started at GRSA per aerial photos over time. Potomac River has it as well, and people bring their boats here. Mandatory washing of vessels is not the best solution because even tiny residual hydrilla can grow into a big problem. Woodlake residents complain but are not willing to invest in cutting pathways.

Using carp has its own shortcomings and will be a problem this year and next year. Because of huge hurricanes, the carp go over the dam, although there's a huge fence now. Too many carp eat everything in sight, but there are less carp in the lake this year. When the carp first come in as neutered juveniles, they don't eat much, but as teens they eat like crazy. Then older ones get fat and die out.

Regarding matting, depth is such that you would need a diver, and mats can't go beyond our dock.

Race Committee Report

Dave Upton:

Eight boats raced on Labor Day. If lake drops a couple inches more we will have a problem.

Sept. 18th is Swift Creek Cup, and we will sent out a reminder. Will have awards.

Columbus Day is next, and I can no longer help after this event is over due to the time commitment involved.

Oyster Roast and regatta are on for the end of October.

Michelle: There is a lot coming up, so we will need to talk further about the number of events and help that can be obtained for each. We may need more of a committee to run the socials.

Pavilion Report

Gerri Gallagher:

Not here.

Promotions Report

Michelle:

We have two new styles of tee shirts and hoodies in stock.

Tees will run \$20 a piece and hoodies will run \$35 a piece. We can put out at next event for sales and can put out signs for ordering for Christmas.

Bruce: Regarding the prior supply, are there some for the kids in Blue Sky?

Grant: Probably not—the sizes are so unusual.

Sail Programs Report

Chris Cookson:

Torqeedo motors were dead, and we needed at least one new motor. I took them to Bill the motor guy, and we now have 3 running Torqeedos, and one new tiller. We also bought two used batteries. All told the cost was \$1300 (versus \$3000 for one new motor).

Mark Olszowy sold us his Opti for \$600.

This morning, we got an email from Stewart Wolfe, who wants to donate his Flying Scot F4 to the club. We will add it to our Flying Scot fleet. With Hollbergs' Flying Scot, we will then have five. The last adult weekend we had 25 people on wait list so having the extra Scots would allow us to enlarge the sail program.

Grant: I'm not sure how good the Wolfe boat is.

Chris: We will free up the spot. We are still working on numbers from county.

Social Committee Report

Michelle Leipold:

Pirate party had 30 adults and six kids. We came in just under budget--\$30 under what we took in.

For Labor Day we had 52 adults and seven kids. We cooked the meal ourselves rather than having it catered. However, Wayne and I need more of a committee. We came in \$200 under budget.

Our Open-House is next Sunday, Sept. 19. It will be heavy hors d'oeuvres and beer from Commodore's (Chris') Reception. Swift Creek Cup is on Sept. 18.

Chris: My mom is doing the districts on Oct. 2-3.

Columbus Day is on Oct. 9 and will include an Oyster Roast.

We could do a chili cookoff in the fall (November?) and/or spring.

December is the annual meeting event.

Do we still want to do a movie night? Tie in with chili cookoff?

Camping event is still a possibility.

Old Business

Neglected Boats/Inactive Members

Jeff Butts/Chris Cookson:

Addendum being considered: See end of meeting minutes.

Everything is in the bylaws, but this addendum we are considering is an attempt to make it more enforceable. We will need a compliance officer who can keep enforcement consistent without being nit-picky. Mainly, avoid having a crappy looking boat. We will do the 30-day increments and, if no resolution, will start charging \$100/month. Beginning in the following year, they will get a cumulative bill added to their dues membership invoice. If they don't pay, they will leave. Not fair to raise dues on everybody in our attempt to weed out the disinterested.

If you park your car in front of someone's space, leave keys in car.

Use sharpie on dollies if you don't have it identified in some other way. Do something to make it identifiable. Those in disrepair will be discarded.

Grant: We will be publicizing this on website so that it's done by first of 2022.

Pete: Identify items on sail rack—sails, boards, etc.

Chris: We could organize smaller boats next year. May need to do a cleanup day for that. Start it in 2022.

Jay Malcan: Add a paragraph that items stored in common area need to be clearly marked with owner's name.

Dave: Advertise and get out to membership. Publish in some manner. How many boats would get a first warning?

Grant: Roughly twenty.

Chris: These are steps in right direction without being harsh.

Pete: There are 24 boats with nine requiring significant cleanup. There needs to be a separate document sent out to membership.

Chris: This addendum isn't replacing site rules. Do we want a blurb to include the sails and boards for small boats to be identified as well? Add in the section on dollies. If language is in there, add a work day to the calendar for cleaning out stuff. Any equipment stored outside needs a name, i.e., stuff that is stored away from spot where your boat is. We want it clear and specific.

Grant: Rules won't get enforced until next year.

Grant Smith made a motion to make boat dry dock an addendum to site rules.

Dan Walsh seconded the motion.

All were in favor. None were opposed. Motion was carried.

Waiver Language on Insurance Policy

Dan:

I will call into Fishing Bay to ask them what they do.

Phone Message Issue

Dan:

It will be done by Monday.

Tee Shirts

Covered above.

Wait List Socials

Chris: I will send out eblast.

Corner Lot

Covered above.

Hydrilla Barrier

Dave:

This is geared to small property owners. It falls apart easily, it's a fall risk, and it's labor-intensive. It would cost \$10,000 to do dock area. My assessment is that it doesn't fit our needs.

New Business

Nominating Committee

Nominating committee for next year needs to be set up.

Chris: Jill and I discussed a bit. It needs to go out at least 30 days prior to annual meeting. Who will that be? Jill, Chris, and past three commodores. Commodore appoints committee, although it's not hard and fast. Mills Jones, perhaps? Jill will think about.

Dan Walsh is interested in continuing on as treasurer.

Joan Evans is interested in continuing on as secretary.

Rear commodore? It's a three-year appointment.

We need to notify people who are interested in becoming stockholders prior to November. Jill is looking into.

Dave Upton proposed that the meeting adjourn.

Ruth McClintock seconded the motion.

None were opposed. All board members approved.

Motion was carried.

Meeting adjourned at 8:42 p.m.

Next Meeting

October 14, 2021

Site: GRSA

Attachments:

Treasurer's Report January – August 2021

Boat Parking Addendum

Greater Richmond Sailing Association

January - August 2021

Budget to Actuals 2021

| | | Year 2020 | | Year 2021 | | YTD - Jan. - Aug. 2021 | | Budget to Actual | |
|----------|---|---------------------|---------------|----------------------|---------------|------------------------|---------------|------------------|----------------|
| | | Budget | % of Revenue | Budget | % of Revenue | Actual | % of Revenue | Variance | % of Budget |
| Revenue | Event Revenue | | | | | | | | |
| Revenue | 3100-000 Events Revenue | 0.00 | 0.0% | 0.00 | 0.0% | 2,563.18 | 1.8% | 2,563 | 0.0% |
| Revenue | 3100-001 Events Revenue NOC | 0.00 | 0.0% | 0.00 | 0.0% | 0.00 | 0.0% | 0 | 0.0% |
| Revenue | 3100-002 GRSA Sail Events | 340.00 | 0.4% | 750.00 | 0.5% | 912.20 | 0.6% | 162 | 21.6% |
| Revenue | 3100-003 Thistle Event | 0.00 | 0.0% | 0.00 | 0.0% | 0.00 | 0.0% | 0 | 0.0% |
| Revenue | 3100-004 Flying Scot Event | 558.00 | 0.6% | 0.00 | 0.0% | 0.00 | 0.0% | 0 | 0.0% |
| Revenue | Total Event Revenue | 998.00 | 1.0% | 750.00 | 0.5% | 3,475.38 | 2.4% | 2,725 | 363.4% |
| Revenue | Membership | | | | | | | | |
| Revenue | 3200-010 Application Fees | 1,702.90 | 1.8% | 1,000.00 | 0.6% | 2,100.00 | 1.4% | 1,100 | 110.0% |
| Revenue | 3200-020 Dues Membership | 72,596.42 | 77.7% | 84,150.00 | 50.8% | 81,925.65 | 56.1% | -2,224 | -2.6% |
| Revenue | 3200-030 Late Fees | 0.00 | 0.0% | 400.00 | 0.2% | 0.00 | 0.0% | -400 | -100.0% |
| Revenue | 3200-040 New Mem Dues and Initiation Fees | 12,171.80 | 13.0% | 6,000.00 | 3.6% | 11,700.00 | 8.0% | 5,700 | 95.0% |
| Revenue | 3200-050 Membership Income - other | 0.00 | 0.0% | 0.00 | 0.0% | 0.00 | 0.0% | 0 | 0.0% |
| Revenue | 3200-060 Sail Craft Storage | 5,250.00 | 5.6% | 4,500.00 | 2.7% | 4,450.00 | 3.0% | -50 | -1.1% |
| Revenue | Total Membership | 91,721.12 | 98.1% | 96,050.00 | 58.0% | 100,175.65 | 68.7% | 4,126 | 4.3% |
| Revenue | 3300-001 Promotion Inventory Sales | 133.00 | 0.1% | 1,500.00 | 0.9% | 150.00 | 0.1% | -1,350 | -90.0% |
| Revenue | 3400-001 Other Income | 444.12 | 0.5% | 50.00 | 0.0% | 1.27 | 0.0% | -49 | -97.5% |
| Revenue | 3600-001 Sail Programs | 0.00 | 0.0% | 59,900.00 | 36.2% | 39,510.00 | 27.1% | -20,390 | -34.0% |
| Revenue | 3500-001 Pavilion | 0.00 | 0.0% | 350.00 | 0.2% | 675.00 | 0.5% | 325 | 92.9% |
| Revenue | 3700-001 Social Committee | 267.66 | 0.3% | 7,000.00 | 4.2% | 1,919.00 | 1.3% | -5,081 | -72.6% |
| Revenue | Total Revenue | \$ 93,463.90 | 100.0% | \$ 165,600.00 | 100.0% | \$ 145,906.30 | 100.0% | -19,694 | -11.9% |
| Expenses | Event Expenses | | | | | | | | |
| Expenses | 5100-001 Events NOC Expenses | 0.00 | 0.0% | 2,000.00 | 1.2% | 0.00 | 0.0% | -2,000 | -100.0% |
| Expenses | 5100-002 Sail Events Expenses | 0.00 | 0.0% | 0.00 | 0.0% | 0.00 | 0.0% | 0 | 0.0% |
| Expenses | Total Event Expenses | 0.00 | 0.0% | 2,000.00 | 1.2% | 0.00 | 0.0% | -2,000 | -100.0% |
| Expenses | Business Expenses | | | | | | | | |
| Expenses | 5200-000 Bus Exp--Recurring Svcs. | 1,128.58 | 1.2% | 2,500.00 | 1.5% | 1,892.21 | 1.3% | -608 | -24.3% |
| Expenses | 5200-001 Bank & Credit Card Fees | 541.56 | 0.6% | 500.00 | 0.3% | 520.10 | 0.4% | 20 | 4.0% |
| Expenses | 5200-002 Property Insurance | 13,924.02 | 14.9% | 22,600.00 | 13.6% | 14,793.00 | 10.1% | -7,807 | -34.5% |
| Expenses | 5200-003 Licenses and Permits | 325.00 | 0.3% | 200.00 | 0.1% | 225.00 | 0.2% | 25 | 12.5% |

| | Year 2020 | | | Year 2021 | | | YTD - Jan. - Aug. 2021 | | | Budget to Actual | |
|----------|-----------|--------------|---------------|-----------|--------------|---------------|------------------------|--------------|---------------|------------------|-------------|
| | Actual | % of Revenue | % of Expenses | Budget | % of Revenue | % of Expenses | Actual | % of Revenue | % of Expenses | Variance | % of Budget |
| Expenses | 5,243.72 | 5.6% | 6.0% | 5,300.00 | 3.2% | 3.1% | 2,400.08 | 1.6% | 2.4% | -2,900 | -54.7% |
| Expenses | 687.88 | 0.7% | 0.8% | 200.00 | 0.1% | 0.1% | 380.02 | 0.3% | 0.4% | 180 | 90.0% |
| Expenses | 143.67 | 0.2% | 0.2% | 500.00 | 0.3% | 0.3% | 194.84 | 0.1% | 0.2% | -305 | -61.0% |
| Expenses | 21,994.43 | 23.5% | 25.1% | 31,800.00 | 19.2% | 18.3% | 20,405.25 | 14.0% | 20.4% | -11,395 | -35.8% |
| Expenses | 0.00 | 0.0% | 0.0% | 100.00 | 0.1% | 0.1% | 0.00 | 0.0% | 0.0% | -100 | -100.0% |
| Expenses | 0.00 | 0.0% | 0.0% | 1,500.00 | 0.9% | 0.9% | 1,878.67 | 1.3% | 1.9% | 379 | 25.2% |
| Expenses | 958.35 | 1.0% | 1.1% | 1,800.00 | 1.1% | 1.0% | 48.79 | 0.0% | 0.0% | -1,750 | -97.2% |
| Expenses | 958.35 | 1.0% | 1.1% | 3,400.00 | 2.1% | 2.0% | 1,928.46 | 1.3% | 1.9% | -1,472 | -43.3% |
| Expenses | 3,781.24 | 4.0% | 4.3% | 4,700.00 | 2.8% | 2.7% | 4,386.82 | 3.0% | 4.4% | -313 | -6.7% |
| Expenses | 1,471.95 | 1.6% | 1.7% | 2,000.00 | 1.2% | 1.2% | 960.00 | 0.7% | 1.0% | -1,040 | -52.0% |
| Expenses | 4,400.00 | 4.7% | 5.0% | 2,400.00 | 1.4% | 1.4% | 3,200.00 | 2.2% | 3.2% | 800 | 33.3% |
| Expenses | 4,076.80 | 4.4% | 4.6% | 10,500.00 | 6.3% | 6.0% | 8,545.49 | 5.9% | 8.5% | -1,955 | -18.6% |
| Expenses | 452.90 | 0.5% | 0.5% | 2,000.00 | 1.2% | 1.2% | 216.37 | 0.1% | 0.2% | -1,784 | -89.2% |
| Expenses | 3,489.13 | 3.7% | 4.0% | 3,500.00 | 2.1% | 2.0% | 526.38 | 0.4% | 0.5% | -2,974 | -85.0% |
| Expenses | 435.39 | 0.5% | 0.5% | 1,000.00 | 0.6% | 0.6% | 659.67 | 0.5% | 0.7% | -340 | -34.0% |
| Expenses | 13,282.00 | 14.2% | 15.1% | 13,500.00 | 8.2% | 7.8% | 0.00 | 0.0% | 0.0% | -13,500 | -100.0% |
| Expenses | 31,389.41 | 33.6% | 35.8% | 39,600.00 | 23.9% | 22.8% | 18,494.73 | 12.7% | 18.5% | -21,105 | -53.3% |
| Expenses | 524.50 | 0.6% | 0.6% | 800.00 | 0.5% | 0.5% | 249.01 | 0.2% | 0.2% | -551 | -68.9% |
| Expenses | 0.00 | 0.0% | 0.0% | 500.00 | 0.3% | 0.3% | 0.00 | 0.0% | 0.0% | -500 | -100.0% |
| Expenses | 524.50 | 0.6% | 0.6% | 1,300.00 | 0.8% | 0.7% | 249.01 | 0.2% | 0.2% | -1,051 | -80.8% |
| Expenses | 15,037.50 | 16.1% | 17.1% | 20,000.00 | 12.1% | 11.5% | 11,567.50 | 7.9% | 11.6% | -8,413 | -42.1% |
| Expenses | 900.00 | 1.0% | 1.0% | 950.00 | 0.6% | 0.5% | 0.00 | 0.0% | 0.0% | -950 | -100.0% |
| Expenses | 0.00 | 0.0% | 0.0% | 0.00 | 0.0% | 0.0% | 0.00 | 0.0% | 0.0% | 0 | 0.0% |
| Expenses | 15,937.50 | 17.1% | 18.2% | 20,950.00 | 12.7% | 12.1% | 11,567.50 | 7.9% | 11.6% | -9,363 | -44.7% |
| Expenses | 0.00 | 0.0% | 0.0% | 2,000.00 | 1.2% | 1.2% | 1,482.68 | 1.0% | 1.5% | -517 | -25.9% |
| Expenses | 0.00 | 0.0% | 0.0% | 0.00 | 0.0% | 0.0% | 0.00 | 0.0% | 0.0% | 0 | 0.0% |
| Expenses | 768.63 | 0.8% | 0.9% | 0.00 | 0.0% | 0.0% | 0.00 | 0.0% | 0.0% | 0 | 0.0% |
| Expenses | 3,106.41 | 3.3% | 3.5% | 500.00 | 0.3% | 0.3% | 0.00 | 0.0% | 0.0% | -500 | -100.0% |
| Expenses | 29.26 | 0.0% | 0.0% | 500.00 | 0.3% | 0.3% | 556.71 | 0.4% | 0.6% | 57 | 11.3% |
| Expenses | 185.12 | 0.2% | 0.2% | 600.00 | 0.4% | 0.3% | 0.00 | 0.0% | 0.0% | -600 | -100.0% |
| Expenses | 4,089.42 | 4.4% | 4.7% | 1,600.00 | 1.0% | 0.9% | 556.71 | 0.4% | 0.6% | -1,043 | -65.2% |
| Expenses | 0.00 | 0.0% | 0.0% | 0.00 | 0.0% | 0.0% | 0.00 | 0.0% | 0.0% | 0 | 0.0% |
| Expenses | 0.00 | 0.0% | 0.0% | 0.00 | 0.0% | 0.0% | 0.00 | 0.0% | 0.0% | 0 | 0.0% |

| | Year 2020 | | | Year 2021 | | | YTD - Jan. - Aug. 2021 | | | Budget to Actual | |
|----------|--------------|--------------|---------------|---------------|--------------|---------------|------------------------|--------------|---------------|------------------|-------------|
| | Actual | % of Revenue | % of Expenses | Budget | % of Revenue | % of Expenses | Actual | % of Revenue | % of Expenses | Variance | % of Budget |
| Expenses | 0.00 | 0.0% | 0.0% | 3,000.00 | 1.8% | 1.7% | 341.72 | 0.2% | 0.3% | -2,658 | -88.6% |
| Expenses | 0.0 | 0.0% | 0.0% | 200.00 | 0.1% | 0.1% | 0.00 | 0.0% | 0.0% | -200 | -100.0% |
| Expenses | 1,769.0 | 1.9% | 2.0% | 4,500.00 | 2.7% | 2.6% | 0.00 | 0.0% | 0.0% | -4,500 | -100.0% |
| Expenses | 1,769.00 | 1.9% | 2.0% | 7,700.00 | 4.6% | 4.4% | 341.72 | 0.2% | 0.3% | -7,358 | -95.6% |
| Expenses | 0.00 | 0.0% | 0.0% | 4,000.00 | 2.4% | 2.3% | 0.00 | 0.0% | 0.0% | -4,000 | -100.0% |
| Expenses | 214.25 | 0.2% | 0.2% | 1,200.00 | 0.7% | 0.7% | 32,221.06 | 22.1% | 32.2% | 31,021 | 2565.1% |
| Expenses | 0.00 | 0.0% | 0.0% | 35,000.00 | 21.1% | 20.2% | 0.00 | 0.0% | 0.0% | -35,000 | -100.0% |
| Expenses | 106.47 | 0.1% | 0.1% | 4,300.00 | 2.6% | 2.5% | 3,495.69 | 2.4% | 3.5% | -804 | -18.7% |
| Expenses | 0.00 | 0.0% | 0.0% | 75.00 | 0.0% | 0.0% | 370.00 | 0.3% | 0.4% | 295 | 393.3% |
| Expenses | 320.72 | 0.3% | 0.4% | 44,575.00 | 26.9% | 25.7% | 36,086.75 | 24.7% | 36.1% | -8,488 | -19.0% |
| Expenses | 4,846.85 | 5.2% | 5.5% | 5,000.00 | 3.0% | 2.9% | 0.00 | 0.0% | 0.0% | -5,000 | -100.0% |
| Expenses | 0.00 | 0.0% | 0.0% | 6,500.00 | 3.9% | 3.7% | 4,916.02 | 3.4% | 4.9% | -1,584 | -24.4% |
| Expenses | 32.42 | 0.0% | 0.0% | 600.00 | 0.4% | 0.3% | 155.04 | 0.1% | 0.2% | -445 | -74.2% |
| Expenses | 0.00 | 0.0% | 0.0% | 200.00 | 0.1% | 0.1% | -101.00 | -0.1% | -0.1% | -301 | -150.5% |
| Expenses | 4,879.27 | 5.2% | 5.6% | 12,300.00 | 7.4% | 7.1% | 4,970.06 | 3.4% | 5.0% | -7,330 | -59.6% |
| Expenses | 1,114.40 | 1.2% | 1.3% | 1,500.00 | 0.9% | 0.9% | 772.27 | 0.5% | 0.8% | -728 | -48.5% |
| Expenses | 2,508.55 | 2.7% | 2.9% | 2,650.00 | 1.6% | 1.5% | 2,348.51 | 1.6% | 2.3% | -301 | -11.4% |
| Expenses | 651.40 | 0.7% | 0.7% | 700.00 | 0.4% | 0.4% | 452.05 | 0.3% | 0.5% | -248 | -35.4% |
| Expenses | 622.58 | 0.7% | 0.7% | 650.00 | 0.4% | 0.4% | 358.42 | 0.2% | 0.4% | -292 | -44.9% |
| Expenses | 972.00 | 1.0% | 1.1% | 900.00 | 0.5% | 0.5% | 0.00 | 0.0% | 0.0% | -900 | -100.0% |
| Expenses | 5,868.93 | 6.3% | 6.7% | 6,400.00 | 3.9% | 3.7% | 3,931.25 | 2.7% | 3.9% | -2,469 | -38.6% |
| Expenses | \$ 87,731.53 | 93.9% | 100.0% | \$ 173,625.00 | 104.8% | 100.0% | \$ 100,034.12 | 68.6% | 100.0% | \$ -73,591 | -42.4% |
| Expenses | \$ 5,732.37 | 6.1% | | \$ (8,025.00) | -4.8% | | \$ 45,872.18 | 31.4% | | \$ 53,897 | -671.6% |
| Expenses | \$ 15,051.00 | | | \$ 18,000.00 | | | \$ - | | | \$ - | |
| Expenses | \$ 20,783.37 | | | \$ 9,975.00 | | | \$ 45,872.18 | | | \$ 45,872.18 | |

Total Social Committee Expenses

Utilities

Total Expenses

Net Operating Income (Loss) Include Dep. and Amort.

Total Dep. and Amort.

Net Operating Income (Loss) Exclude Dep. and Amort.

| | As of August 31, 2021 |
|----|-------------------------------|
| \$ | \$10,014.87 |
| \$ | - |
| \$ | - |
| \$ | 1.11 |
| \$ | <u>\$10,015.98</u> |
| \$ | \$5,116.93 |
| \$ | - |
| \$ | - |
| \$ | <u>\$5,116.93</u> |
| \$ | \$4,001.92 |
| \$ | - |
| \$ | - |
| \$ | <u>\$4,001.92</u> |
| | <u>\$19,134.83</u> |
| | \$19,133.72 |
| | <u>\$1.11</u> |
| | \$19,134.83 (= BB&T) |
| | \$19,134.99 8/31/2021 |
| | \$19,134.99 8/31/2021 |
| | \$137,675.23 8/31/2021 |
| | <u>\$137,675.23</u> 8/31/2021 |

| | Year 2020 | |
|------------------|---|-------------------------------|
| RESERVES: | | |
| Cash | BB&T Building Reserve | \$10,012.75 |
| Cash | Use of Building Reserve | - |
| Cash | Addition to Building Reserve | - |
| Cash | Interest on Reserves Accounts | <u>2.12</u> |
| Cash | 2019 Net expected ending reserve: | \$10,014.87 Account 1031-000 |
| Cash | | |
| Cash | BB&T Sail Programs Reserve | \$5,116.93 |
| Cash | Use of Sail Program Reserve | - |
| Cash | Addition to Sail Program Reserve | - |
| Cash | 2019 Net expected ending reserve: | \$5,116.93 Account 1033-000 |
| Cash | | |
| Cash | Race Committee Reserve | \$7,001.92 |
| Cash | Use of Race Committee Reserve | (3,000.00) |
| Cash | Addition to Sail Committee Reserve | - |
| Cash | 2019 Net expected ending reserve: | \$4,001.92 Account 1032-000 |
| Cash | | <u>\$19,133.72</u> |
| Cash | | |
| Cash | 2021 Reserves Total: | \$22,131.60 |
| Cash | 2021 Contribution & Interest on Reserves: | <u>-\$2,997.88</u> |
| Cash | | \$19,133.72 (= BB&T) |
| Cash | | |
| Cash | Total Reserves Balance per BB&T: | \$19,133.72 12/31/2020 |
| Cash | Total Reserves Balance per Fahrtheit: | \$19,133.72 12/31/2020 |
| Cash | | |
| Cash | Checking Account Balance per BB&T: | \$93,755.32 12/31/2020 |
| Cash | Checking Account Balance per Fahrtheit: | <u>\$92,955.32</u> 12/31/2020 |

Boat Dry Dock (Dock) Parking

Prefix

Greater Richmond Sailing Association, Inc. (the "Association" or "GRSA") owns and operates a variety of common areas within the facility grounds, including shelter, playground, boat slips, boat on trailer parking docks, (collectively "Common Areas").

The Association has previously promulgated rules pertaining to boating and watercraft in the GRSA Common Areas.

This Rule is designed to promote the safe and efficient operation of all Common Areas.

While the Association's operation of the Common Areas is intended to facilitate recreation, safety, and fairness, the GRSA endeavors to operate its Common Areas consistent with Virginia law and the governing documents of the GRSA, including, but not limited to, the By-Laws.

As such, GRSA has adopted this Rule to express its desire that Members and other individuals respect the limited availability of space in the Common Areas, and the need for Members to maintain their property in the Boat Dry Dock Parking spot (Dock) and pay all required fees associated with their use of the same.

In most cases, Members who are in good standing are allowed a boat parking spot within the Common Areas and are assigned spaces for dry docking their watercraft

Members are also expected to complete all required documentation and pay all required fees before using the Common Areas for the purpose of using and/or storing their watercraft.

Policy

1. All boats on GRSA property must be seaworthy, shipshape, and trailer roadworthy.

a. "Seaworthy" means capable of being launched and operated on Swift Creek Reservoir without more than the reasonable and customary preparatory tasks: rigging sails, installing drain plugs, proper safety equipment, and the like.

b. Owners may perform boat maintenance on GRSA grounds with the following provisos: maintenance tasks may not infringe on common areas for extended periods of time; projects requiring more than one day for completion shall be left neat, with all tools and materials stowed, whenever the owner leaves the Club grounds; the Club reserves the right to notify owners that a project must be completed or the boat removed from Club property within one week's time.

c. "Shipshape" means (by way of example and not of limitation): covers and tarpaulins clean, without holes, and fastened down; paint clean and tight and free of mold; lines stowed or tied off; leaves and other debris removed; drains open; free of water, trash, etc.

d. The term "watercraft"(boat) is intended to include all manner of vessels, including sailboats, rowboats, canoes, paddle boats, windsurfers, kayaks, inflatable boats, paddle boards, and any other allowed to be stored within the GRSA Common Areas.

e. All boats must have the annual GRSA registration number (decal) affixed at the proper location.

2. All trailers must be roadworthy. "Roadworthy" means: tires inflated and in good repair, bearings unseized, sound frame, working hitch, a tongue jack and wheel for rigs too heavy to move by hand. All dollies must be in good repair and have the owner's name permanently affixed.

3. Parking spaces will be assigned by the GRSA Facilities Committee. No more than one boat may be kept in a space. Owners are responsible for keeping their boat within the assigned space. Owners are responsible for controlling vegetation under or around boats.

4. The Board may appoint a "Compliance" official as it deems advisable to enforce Rules.

a. An Owner / Member given written notice of a violation shall correct the conditions cited or remove the boat, trailer or equipment from GRSA grounds within the time stated in such notice.

i. 1st Notice 30 days to be in compliance – Member will be contacted:

1. phone call or voice mail, and
2. e-mail, and
3. regular USPS mail

ii. 2nd Notice 30 days after 4.a.i – if not in compliance Member will be contacted:

1. phone call or voice mail, and
2. e-mail, and
3. regular USPS mail

iii. Final Notice 30 days after 4.a.ii – if not in compliance: Member will be contacted:

1. A USPS Certified Letter will be sent to notify of non-compliance
2. Boat may be moved to the inactive parking area of GRSA and if issues not subsequently corrected may be removed from the site.
3. Member will be billed \$100 monthly storage fee, retroactive to the date of contact of 1st Notice.

5. Members and their guests should not park in a boat parking place assigned to another member.