



# THE JIBE

## Your getaway in the Central S.F. Bay

As one door closes, another opens.

Annual Meeting and Change of Watch.

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What does this actually mean and how does it affect our members.

Oracle threw a party, while most of us were gone...

And what is going to happen to them.

### Special points of interest:

- When are we going to sail.
- Who wants to help lead that is not in a leadership position.
- If we have a club boat , how will that work and who will take care of said boat.
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How are we going to train people to sail and boat within our club. Is that our port-captain.

Should we have a few members doing the same job so that we can take turns and pick up when another cannot make it in?

October 6, 2015

2015 Nominating Committee Report

The Treasure Island Yacht Club 2015 Nominating Committee recommends the following candidates for the 2016 Bridge and Board of directors:

BRIDGE:

Commodore – Will Smith

Vice Commodore – MeeSun Boice

Rear Commodore – Jon Mohn

Junior Staff Commodore – Steve Lane

BOARD OF DIRECTORS - 6 members

Connie Van Putten (continuing second year of her 2-year term)

Mary Holden (continuing second year of her 2-year term)

Jim Aberer (continuing second year of his 2-year term)

Malcolm Johnston (Starting his first year of a 2-year term. This is Malcolm's second successive 2-term service)

Parke Ulrich (Starting his first year of a 2-year term. He has served as a one-year term)

Matt Ward ((Starting his first year of a 2-year term)

This report represents the recommendations of the committee. Any member not appearing on the report but wishing to be nominated and possibly elected can do so by following Article VIII, Section 2 of the bylaws with the rules suspension, which states:

Nominations at large: Additional nominations may be made by petition of 10% of the Voting Members, provided each petition is filed with the Secretary of the Club not less than 5 [30] days prior to the election. A copy of all such petitions shall be posted on the clubhouse bulletin board immediately.

Signed

Staff Commodore Atta Pilram, Committee Chair

Staff Commodore Reg Smith

Director Pete Van Putten

It's November. Let the holidays begin! We have much to celebrate. Ahead of us are a few challenges that will bring us closer together. In the coming months, we will build a new house and move into it, taking what we can from our old house and a few other island buildings as well. Malcolm Johnston is Project Manager for the new build-out, but he's more than that. I've been referring to him as Construction Czar because he truly has final decision authority granted by the board. Malcolm is soliciting build ideas from all members, and those ideas have been flowing freely, so much so that preliminary plans are already on paper. These plans are hanging on the wall at the club now, and Mal will be giving a presentation during dinner at the Annual Meeting on November 14<sup>th</sup>.

More importantly, we have staff changes coming that are borderline earthshaking. As many of you know, Fred Gibson, our Treasurer, has been serving for around 10 years. Likewise, Russ Breed, our Office Manager, and his wife Lynette as bookkeeper, have been serving for many years as well. All have done a brilliant job and have earned a well-deserved period during which to simply enjoy the club. Let's face it, when our club was smaller, there was less work to do. Now that we have almost 80 members, there is SO much more work to do. Let me give you an example, because it illustrates how confusion increases by the square of the number of people involved. Years ago forms were prescribed, processes were defined, training was performed, and the small handful of members (it's always a small number of members who do 90% of the work), got into the groove and made the management of the club tick like a Swiss watch. Life was perfect. I remember those times....we all do.

Fast forward to 2014 and 2015 and our club starts to explode, nearly doubling in membership. Suddenly there are new hands to help with the important work, but there's no time for training because it's the last minute, and someone needs to take the money and check the people in. These noobs don't have any idea where the prescribed forms are, nor that there are prescribed forms. A blank piece of paper shows up along with a pencil and a tray of money containing \$50 for making change. Cash accumulates, names are written down, chits are provided, signed as necessary, and at the end of the night the cash goes into an envelope that's picked-up a few days later, then deposited and handed-off to bookkeeping, then accounting, and finally the Treasurer. Nothing could be better, except that there were a few minor mistakes.

I know first hand what a pain in the butt it is when the invoice doesn't match the spreadsheet, but the spreadsheet matches the packing list...and that's a much smaller puzzle to put back together than what our club can produce. One tiny mistake can cause three or four of our club members to spend a few hours each as they try to unravel what error must have happened in order to have the result we have on paper. It's a forensic task. It takes a well trained CSI to fix a problem that could have been avoided so easily.

Let me roll this problem out in bold-face type: Our board recently voted to allocate \$600/month to hire an Office Manager to manage our club – mostly manage the money.

**\$600/mo \* 12 mo = \$7200/year – that's ~25% of annual gross revenue (~\$30k)**

We need to simplify and automate our cash management.

We propose to raise fees, but offer discounts to members who are willing to play by the “new rules.” First, let me acknowledge that not everyone will initially feel comfortable with the notion that the club wants to reach into their bank account and take their money. Good, that's out of the way!

We want to be cashless.

Cash creates a problem: it forces someone to go to the bank.

Paper checks create the same problem.

Chits are bad too. They force the bookkeeper to create/track an invoice. Credit cards don't.

We want automatic. We want everything to be the same for all members. (That's a long-term goal.)

Here is an example (and it's only an example – no decision has yet been made by the board, but a finance committee has been formed to make this type of recommendation, and this is their first), right now, some members pay monthly, some pay quarterly,



**Remember to check  
your scheduled watch.**

some pay annually. Except for Military members who will pay their \$50 annually, we want all members to pay monthly – automatically by the club withdrawing funds from their bank account. You’ll get an automatically generated invoice by email before the first of the month, then the club will draw funds by issuing an e-check to your bank on the 10<sup>th</sup>.

We have already established that the cost for management is 25%, so those who insist on paper invoices, paper checks, and cash purchases will pay 25% more than those who go automatic. Actually it’s the other way around. Fees will increase by 25%, but those who go cashless will get a 25% discount. That’s the buzz, and it sounds workable... we just need to find a cloud-based platform that enables this.

If we can accomplish this, then the costs of day-to-day operations will decrease.

The next big management effort is membership itself. The Membership Committee has been doing an outstanding job of bringing new members to the club. For each new member, management must do many things, from creating a Roster entry, adding to the Watch List, making Member Folders, membership cards, ordering name tags, scheduling an induction, etc. Then there’s the tracking operation. Each year, the Office Manager has been mailing members an update form for all member information like cell numbers, email addresses, etc. The member enters the information, then mails it back, then the bookkeeper enters the information into the club’s member spreadsheet. Once that’s done, a new roster can be generated. Our goal with the new “cloud-based solution” will be to give each of our members access to their own member info page where all of the key information is maintained. We expect that bank account and credit card information will also be stored there, so security of that information is a key goal as well. Our hope is that we can find a system that acts as a trusted intermediary so that key personal information stored on their servers is encrypted in a fashion such that even their employees can not read / decode that information.

Communications with members is also something we need to get a better handle on. Currently, we have this organ, the Jibe, that’s a big task for everyone. (Note that this issue has been delivered much later than scheduled. That’s largely my fault, and I apologize). We have the website, we have FaceBook, and we have email. There’s lots of chatter, much of it clutter, and it’s messy, I know because I can never find that email I was looking for that has whatever tidbit I was looking for. It drives me nuts. There has to be a better way. In the coming months, we will find a solution for this as well.

So there you have it. The winds of change are blowing at gale force. Every new challenge is an opportunity. We have many opportunities, and by making the best of them, we can forge a foundation for the next 50 years at Treasure Island Yacht Club that will elevate us to one of the most revered clubs on the west coast. As we look forward, our vision should include several key accomplishments that will give our club permanence.

First, we should have a visible and stated goal to own our own real estate. This is the only way we can become financially independent.

Second, we should have stated goals for membership growth. As the island and marina change around us, we will have new opportunities for membership. We need to plan and have goals for membership in the hundreds.

Third, we need to re-focus on our core mission: boating. Most clubs offer a junior sailing program. Instead, let’s do something unique. Let’s develop a really good boating program for adults. Let’s consider including both power and sail. Let’s consider having a club-owned fleet of boats to include a Committee Boat, one or more tenders along with a enough small sail boats to have club races of several types.

Fourth, over the long term, we should re-evaluate our corporate structure. Currently we are a non-profit 501c7 club. This restricts the percentage of gross revenue we can receive from non-member use of facilities to 15%. If we are to own real estate and a fleet of boats, a hybrid structure that includes a for-profit component with several non-profit components may serve us well.

You can see that with a goal set like that, we will create excitement not only inside our own club, but in the boating community at large. San Francisco has always been a place for innovation, so let’s innovate.

Will Smith

- when the storm comes, some people hide indoors, others wax up their surfboards and get ahead of the wave.

## COMMODORE'S REPORT

November – December 2015

Ready – Set – Go

It's time to start planning our move to the new digs (300 Clipper Cove Way). Malcolm has agreed to handle the task of project manager for the club improvements and move. So please run all your ideas, comments, wants, etc. through Malcolm. Also, plan on getting your hammers, saws, paint brushes out for the many club work days we will need to transform our new space into our new Yacht Club home.

Atta is heading up the long term planning committee for our future. This group will look at ideas on a future new club, club management systems, etc.

So given all the activity, please volunteer to help out. Really a great time for the membership to pull together to get it done.

On a personal note I would like to thank the folks that helped me out this year. Russ for his many years as a fantastic office manager. Fred for his many years as our most excellent Treasurer. And Lynette for her years of behind the scenes book keeping support. After many years of dedicated service, all these folks are retiring from their positions. They will be missed in all the support and guidance they have provided the club. So please volunteer to work with the new commodore (Will) on the new on-line management systems he is planning to replace these functions.

We had a very fun joint party with the TI Museum on September 18, 2015. Will did a great job of hosting this event

On September 26, 2015 the South Beach Yacht Club Sail was a great success thanks to Parke and his food. Many folks helped on this event as the hosts; MeeSun, Parke, and Atta & Alice. Thank you all so much for filling in as Carol & I were down for the count with a really rotten cold.

On October 1 & 2, 2015, Reggie and Debrenia hosted the Ebony Yacht Club. This was also a great success.

And the fun rolled on with a sail in by the Richmond Yacht Club on October 3, 2015. They had a good crowd and promised to be back in 2016 to enjoy our new location. Will & Cynthia hosted.

And finally, our annual Fleet Week Pig Roast was on October 10, 2015. Rich Ahlf again prepared a great pig and all the fixings. Joined by our friends at the Sacramento YC & GMC 49ers group, we had a wonderful event.

We have a very important Members meeting on November 15, 2015, and we hope you will all attend. Here are the highlights of the agenda:

We will elect our new Bridge and Board, and we will have some club documents to vote on for edits.

We will also have three members to vote on for life time Membership. They have been unanimously voted on by the board for this honor.

Jim and Sandy Aberer – both have been Commodores (Jim twice), Sandy is responsible for the clear and well organized club governance documents we use. Jim for many years of service, who not only helped build the club we enjoy today with his House Committee gang, but has worked tirelessly to maintain it. The Aberer's also stored all the club furniture, etc. during the clubs dark days and kept it going.

Don & Cathy Mibach – For many years Don was the clubs Treasurer and was part of the House Committee that built and maintained our club. Don has been Port Captain and Fleet captain and for many years organized all the club sail outs and the annual Angel Island Trip and a few blue water trips up and down the coast. Cathy has for years hosted meals and been very involved with the running of the SF Saint Patrick's Day Parade.

Fred and Susan Gibson– Fred has been the club Treasurer for many years and instrumental in getting the clubs debt paid off from the last move (including the members who loaned the club money for the current club building.) He guided us to the reserve funds we enjoy today. Susan has supported the club throughout the years.

And finally, we will have a presentation by Malcolm on the plans for the move and renovations for the new space. Please be ready to give your input to this process of our new club.

Our club is still growing – we added 2 new members as of this writing with more new applications pending. We welcome our new members and look forward to their energy and participation in our club!

Upcoming Events:

November 1, 2015 – Club Work Party **Cancelled!!** – Don't worry we will make up for it when we get access to new club location after December 1, 2015

November 15, 2015 – Club Members Meeting

December 6, 2015 – Club Christmas Decorating Party

December 31, 2015 – New Year's Eve Pot Luck

January 1, 2016 – Sail Around the Island

January 13, 2016 – Crab Feed & 50 year club celebration!!!

This is my last report as your Commodore. I really want to thank the bridge and board for another great year, and for all the hard work and support you gave to me and to the club during this process. TIYC has a great past and a very bright future.

Respectfully submitted from Your Commodore,  
Steve

Notes from the Jibe Editor:

This is by no means a complete Jibe this month.

I will be releasing a December Jibe to catch all the exciting events and things we can do as a club.

I will by the end of the year call each one of you and ask the same 10 questions...to figure out what our 80 + Members actually want to see in our Jibe.

I feel like most of the Jibe right now is stuff that you have already been emailed. I would like to find out what is Missing,

Please check the calander on our website, for upcoming events as they are put in place.

Please check our watch calander on our website.

I would like to ask for someone to help me organize and crop pictures that members take of our events.

And for people to take pictures...to show the other people what they missed.

To have video of the meeting that will happen on Sat. because not everyone can make it, and what they will be talking about in regards to the placement of our club is quite important.

WHO WANTS TO DO A SAIL OUT.. We've had a couple of sail in's but nothing solid has happened.

I feel like our members don't have an easy solid way to organize a party, tell the rest of us about it, and then go do it. It's like the party has to be organized by certain people other wise it does not happen.