



St. Paul Yacht Club

2020 SPYC Annual Report

Commodore's Report (Steve Nelson):

From the desk of the Commodore,

Hello fellow boaters,

We have endured a year like no other. Rather than belabor the issues of the past I want to note the progress that gives us hope for the future. As I write this the SPYC has turned a page and had a positive year financially. That puts us in a position to look at shoring up our greatest weakness, the depth of water. The board has agreed to purchase the Mudcat dredge Model 115D. We are in the process of obtaining final approval from the city, including an amended lease agreement to allow for temporary on-site silt storage. With that in hand we intend to take a new bank loan for this \$300,000 project. This machine will allow for the annual removal of up to 3000 cubic yards of material; beginning with the upper harbor mouth and progressing through the marina opening tight slips, clearing beneath our clubhouse and other trouble spots. This should assure everyone of the long-term viability of the SPYC. Additionally, by saving and restoring slips we can count on future revenues from a growing number of slip holders.

This project has consumed 2020 and been a long time coming. With a sustainable plan, that is under our control, the future looks bright. We have many other needs and projects that require attention and these will be addressed over time. Future boards can examine these and prioritize them. We should, thankfully, have the resources available to slowly tackle them.

Around the marina in 2020 we upgraded the lower harbor gas, water and sewer lines. All docks were power washed and look great. The boat yard was graded in large part due to the help of Andy Ristrom and Bolander Construction. We began raising money for a golf cart to provide convenient transportation between the upper and lower harbors. That fund sits at \$700 in part due to our collection of aluminum over the year. We disposed of 4 "dead" boats and have plans for more. This, and many trips to the dump, is why the yard looks so much better.

2021 projects will include an upgrade to the UH pump-out system via a grant from the DNR. Special thanks to Annie Stone, Ruby and Dave McKusick for their work on writing the grant and navigating the hurdles that involves. We should also be investing in the gas delivery system as it's due to become obsolete and has numerous age-related issues.

It's time to make note of those key contributors for the past year. Jeff Tentinger worked very hard to shore up our accounting and budget process. Pat Boulay worked tirelessly to navigate through years of bookkeeping questions. Danny DeLude has been fantastic in working on billing and collections. He has been invaluable in helping to turn around our business practices. Brian Koskie, as always, keeps our marina running on old equipment and with Greg DenBlyker's help we plan to do the same in 2021. As a result of these successes our staff were rewarded with a pay increase for the coming year.

To the 2020 SPYC board, thank you all for standing tall in a most challenging year.

Steve Nelson
Commodore SPYC

Treasurer's report – SPYC 2020 (Jeff Tentinger):

The finances of the SPYC have improved compared to this time a year ago. In Jan of 2020 we were functioning off borrowed money from a line of credit and were juggling some of our bills. As of 1/1/2021 we have just over \$163,000.00 in cash on hand, we are current on our bills and the balance due on our short-term credit line is zero and our long-term loan balance is down to 77K.

Here are some of the financial highlights of 2020.

In the spring of 2020, we were facing many unknowns and what the impact of Covid-19 would have on our finances. As a proactive measure we refinanced our long-term loan to reduce our monthly payment obligation by about \$3000.00 per month. We did however, put aside that \$3000.00 each month in a separate savings account. The club will likely pay off that entire loan during the 1st quarter of 2021.

There were three primary focuses in 2020 related to club finances. They were managing expenses, getting bookkeeping and administrative practices in place such as sending out bills, and collecting on overdue accounts.

In partnership with Daniel, we scrutinized every expense we had and made cuts where it made sense. These included office expenses, shop expenses, payroll expenses and better managing our electric, water and internet services to name a few.

In 2020 we also rolled out an on-line Marina Management system called Dockwa. The goal is to improve timely billing, reduce administrative time and allow members on line access to view payment history. As stated at the time we introduced this to our members we expect there will be a necessary learning curve with this change. There certainly has been some advantages to this system but the club will continue to work with this vendor to make improvements in the ease of use for our members.

Learning from recent years experiences, in 2020 we brought on a professional accounting and book keeping service. Our office continues to do the daily data entry into QuickBooks while this firm reconciles our entries on a monthly basis, provides management reports and completes our taxes. I want to specifically recognize Pat Boulay for his many, many volunteer hours in helping with our bookkeeping and administrative challenges and transitions. His contributions were significant and much appreciated.

2020 was also a year where addressing collections of past due accounts was a priority. The issue of non-payment or late payment of slip fee's, storage fees, utilities, etc. is a significant challenge for the club. We worked to enforce existing policies and practices in managing our overdue accounts and significant progress was made. Having said that, there is more work to be done going forward. I strongly urge future boards and club management to consistently enforce the clubs existing policies and practices when dealing with overdue accounts.

Overall, I believe going into 2021 the club is in decent financial shape but it will require continued focus on filling slips, managing expenses and collecting what is due to the club.

Thanks,
Jeff Tentinger
SPYC Treasurer



St. Paul Yacht Club
Statement of Financial Position
As of September 30, 2020

September 30, 2020

ASSETS	
Current Assets	
Cash & Equivalents	
MAIN CHECKING	181,807.60
CC DEPOSIT ACCOUNT	2,901.63
SAVINGS	18,001.24
PETTY CASH	500.00
Total CASH & EQUIVALENTS	203,210.47
Accounts Receivable	
ACCOUNTS RECEIVABLE - TRADE	61,056.71
ACCOUNTS RECEIVABLE - DOCKWA	9,700.21
ALLOWANCE FOR BAD DEBTS	(12,000.00)
Total Accounts Receivable	58,756.92
Other Current Assets	
INVENTORY ASSET	690.00
UNDEPOSITED FUNDS	1,372.00
Total Other Current Assets	2,062.00
Total Current Assets	264,029.39
Fixed Assets	
FLOATING DOCKS	1,288,899.00
CLUBHOUSE	453,839.00
EQUIPMENT	356,644.00
LEASEHOLD IMPROVEMENTS	130,897.66
BOATS	32,847.00
ACCUMULATED DEPRECIATION	(1,108,848.24)
Total FIXED ASSETS	1,154,278.42
TOTAL ASSETS	1,418,307.81
LIABILITIES AND NET ASSETS	
Current Liabilities	
ACCOUNTS PAYABLE	440.03
KEY DEPOSITS	14,550.00
SALES TAX	171.00
GARNISHMENT	17.54
UNEARNED REVENUE - WINTER STORAGE	38,719.80
Total Current Liabilities	53,898.37
Long Term Liabilities	
LONG TERM NOTE - CHEROKEE	82,484.16
Total Long Term Liabilities	82,484.16
Total Liabilities	136,382.53
NET ASSETS	
WITHOUT DONOR RESTRICTIONS	
UNDESIGNATED	1,281,925.28
Total Net Assets	1,281,925.28
TOTAL LIABILITIES AND NET ASSETS	1,418,307.81



	<u>Jan - Sep 2020</u>
Support & Revenue	
REVENUE	581,242.07
Total Support & Revenue	<u>581,242.07</u>
Expenses	
COST OF GOODS SOLD	65,918.48
MEMBERSHIP & FUNDRAISING	6,974.90
OPERATING	
HARBOR RENT	17,284.32
CLUBHOUSE SUPPLIES	858.48
BANK FEES/SERVICE CHARGES	8,084.93
EQUIPMENT & STORAGE RENT	1,245.42
INSURANCE	17,627.79
INTEREST EXPENSE	3,178.07
MEETING EXPENSE	88.35
MILEAGE -EMPLOYEES	285.71
OFFICE SUPPLIES & EQUIPMENT	4,506.85
OPERATIONS COPYING	831.99
PERMITS, LICENSES	230.00
PROFESSIONAL FEES	3,411.26
PROMOTIONS	1,299.24
REPAIRS & MAINTENANCE	26,186.29
SAFETY EQUIPMENT	375.71
SECURITY	245.21
SHOP SUPPLIES	7,227.44
UTILITIES	75,182.77
WAGES & BENEFITS	100,048.55
Total OPERATING	<u>268,198.38</u>
Total Expenses	<u>341,091.76</u>
INTEREST INCOME	1.24
DEPRECIATION EXPENSE	47,268.72
Net Other Revenue/(Expenses)	<u>(47,267.48)</u>
Change in Net Assets	192,882.83
Net Assets, Beginning	<u>1,089,042.45</u>
Net Assets, Ending	<u><u>1,281,925.28</u></u>



Secretaries Report: (Bill Tschohl)

Motions of note approved by the board in 2020:

Changes to by-Laws: None

Changes to Standing Rules: None

Finance Changes: (See note at end for rate change/ comparison details)

Summary of changes for the 2020/21 budget: Any rate change will be very minimal

- Member, Clubhouse, Common, Harbor maintenance fees will be combined into one line item, Member Fees, for billing. This will equal \$355 + 10.6% of slip rate.
- Elimination of the early pay discounts offered with Summer and Fall billing.
- Regular member discounts will still apply. Transient and small craft/ trailer rates will not change.

General Operations motions:

Motion: SPYC to submit a grant proposal for a new pump-out and plumbing the upper harbor for \$40k estimated cost.

Motion: SPYC board of directors support the establishment of a gate at the Harriet Island Road entrance to Raspberry Island Bridge that is lowered during the hours both islands are closed to the public - from 11:00 p.m. to sunrise. If the Minnesota Boat Club or the City of St. Paul have scheduled special events on Raspberry Island or at MBC, said gate would be open during the hours of those special events.

Motion Series supporting dredging:

Motion 1: Pending permitting approval and approval for bank loan the SPYC to purchase the Mudcat 115D dredge, Piping, Propulsion and freight for \$269,758.90 as detailed in the quote from Ellicott Dredge Technologies.

Motion 2: Pending permitting approval and pending approval for bank loan the SPYC to contract with Bolander Construction to build our containment pit, per dredge permit requirements as detailed in our dredging permit and communications with the City. Preliminary budget \$25,000.

Motion 3: Pending permitting approval, SPYC to work with our bank to secure a loan for \$300,000 for 7 years at 4.25% to fund Dredge equipment and spoils lagoon.

Staff:

Motion: To hire a general helper to work no more than 20 hours a week. Duties as assigned by our Commodore.

Tabled for consideration in 2021:

Motion: SPYC to purchase the pump-out, LD300 to be used in the upper harbor.

Motion: SPYC to plumb the upper harbor for pump-out

Respectfully submitted: Bill Tschohl, 2020 SPYC Secretary





St. Paul Yacht Club

Summer Season April 1 to October 31
Winter Season November 1 to March 30 Rates as shown same for all harbor locations

Summer Slip Rates:

Rate is \$59/foot of slip length

Member Fees (Clubhouse, Harbor, Common, Membership)

Includes Clubhouse access code and use of clubhouse, showers, kitchen, etc.: Common fee for common area utilities, pump out equipment and club insurance; Membership dues (Regular, Associate and Social - discounts given as appropriate base on membership type in accordance with club by-laws and standing rules.); Harbor/maintenance fee include ongoing costs of maintaining our harbors (docks, dredging, etc.)

Winter Storage:

Rates are \$32 X LOA, includes lift, wash bottom, blocking, spring launch

Summer Transient Slips:

Transient slips are \$1.00 per ft. per day
 Includes electrical service & parking

Boat Trailer Storage: \$125 per season

ST. PAUL YACHT CLUB 2021 SLIP RATES

Club Membership:
 Regular (voting) membership requires 1 year presence in the harbor and \$1,500 initiation fee. (Additional discounts apply with membership)



Call 651-292-8964 for slip availability

www.stpaulyachtclub.org | spyc@comcast.net

Rate Examples (Other Slip Lengths Exist)

Slip Length	Summer Slip Rental	Member Fees	Summer Cost	Winter Storage (Based on boat length which is generally around slip length)	Annual Cost (\$50 discount)
25	\$1,475.00	\$303.75	\$1,778.75	\$800.00	\$2,528.75
36	\$2,124.00	\$437.40	\$2,561.40	\$1,152.00	\$3,663.40
42	\$2,478.00	\$510.30	\$2,988.30	\$1,344.00	\$4,282.30
50	\$2,950.00	\$607.50	\$3,557.50	\$1,600.00	\$5,107.50

(Rate Examples Comparison 2020-2021)

Slip Length	Gross Slip Rental 2020	Gross Slip Rental 2021	Club House Fee 2020	Common Fee 2020	Membership Dues 2020	Member Fee 2021 10.6% of slip + \$55	Summer Cost 2020	Summer Cost 2021	\$ change 2020-21	% of 2021 vs 2020
25	\$ 1,631.25	\$ 1,475.00	\$ 135.00	\$ 120.00	\$ 100.00	\$ 511.35	\$ 1,986.25	\$ 1,986.35	\$ 0.10	100.01%
36	\$ 2,349.00	\$ 2,124.00	\$ 135.00	\$ 120.00	\$ 100.00	\$ 580.14	\$ 2,704.00	\$ 2,704.14	\$ 0.14	100.01%
42	\$ 2,740.50	\$ 2,478.00	\$ 135.00	\$ 120.00	\$ 100.00	\$ 617.67	\$ 3,095.50	\$ 3,095.67	\$ 0.17	100.01%
50	\$ 3,262.50	\$ 2,950.00	\$ 135.00	\$ 120.00	\$ 100.00	\$ 667.70	\$ 3,617.50	\$ 3,617.70	\$ 0.20	100.01%