

**River Hills Board Meeting
August 17, 2010
Meeting Notes**

Present: Curtis Casey, Mike Kellick, Anne Olshan, John Olshan, Marli Pinochet, Pat Siciliano, John Swingler

Maintenance – no report for this meeting as Zack was unable to attend

- Recommendation for insulation
- Recommendation for new heating systems
- Plan for work weekend

Operations – Curtis Casey

- Metlock[®] system being installed on front door
- Planning to install interior panic bar
- Looking into having a professional service (e.g.: Killington Property Services) as key holder or lockbox to help relieve Gail's obligation and ensure better access for vendors
- Anticipate giving Patty (cook) more authority to plan meals against real costs to allow her to take advantage of sale items and better plan meals over weeks & months
- Firewood being delivered to shed; trees have been trimmed to allow access

Activities - Judi Kostrzewski - no report for this meeting as Judi was unable to attend

- List of priority events
 - Summer picnic
 - Mohegan Sun Bus Trip
 - Annual Race – Tom Nolan, Chairman
 - Other fun events being considered:

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Treasurer – John Swingler

- In depth discussion was held concerning Club finances, accounting principals, the various ways to use funds to cover annual costs, and long term financial targets
 - 2010/2011: Total Annual Fixed costs = \$30k (annual admin costs = \$5k; annual lodge fixed costs = \$25k)
 - 2010/2011: Total Annual Costs (Fixed + Variable) = \$67k
 - Difference between Total Annual Costs and Total Annual Fixed Costs is \$37k; these costs need to be covered by lodge usage fees
 - In recent years, lodge user fees were applied to cover fixed costs but that didn't allow for sufficient savings for future repairs/upgrades of lodge and major capital improvements
 - 2009/2010 lodge user rates equated to 1200 room nights, applied as basis for projecting usage, and thus rates for upcoming 2010/2011 season.
- Board voted to approve the following 2010/2011 membership dues, assessments and lodge rates:

River Hills Ski Club, Inc. of Stamford 2010 / 2011 Membership Dues & Assessments				
	Annual Dues	Assessment: Discretionary Maintenance Fund	Assessment: Capital Improvement Fund	Total Membership Obligation
	<i>(due Sept. 30th 2010)</i>	<i>(due Dec. 1st 2010)</i>	<i>(due Dec. 1st 2010)</i>	
Individual Membership	\$270	\$45	\$70	\$385
Family Membership	\$450	\$75	\$105	\$630

- At current membership level, family membership dues = \$450 (\$465 in 2009), due Sept 30th
- At current membership level, individual membership dues = \$270 (\$265 in 2009), due Sept 30th
- Target is to have lodge fixed costs covered strictly by membership dues and implement assessments to apply to capital improvement savings account
 - Discretionary Maintenance Fund (Assessment 1): to be used for small upgrades/repairs (e.g.: lamps) and maintenance throughout the year; target annual amount of \$5k which, if not spent, is rolled into same assessment fund for next year, reducing the amount of that future assessment
 - Individual membership Discretionary Maintenance Fund = \$45, due Dec 1st
 - Family membership Discretionary Maintenance Fund = \$75, due Dec 1st
 - Capital Improvement Fund (Assessment 2): to be used for large upgrades (e.g.: furnace replacement, fuel tank replacement, insulation) and multi-year projects; target is to save \$30k over 4 yrs. This fund is dedicated and not approved for reallocation
 - Individual membership Capital Improvement Fund = \$70, due Dec. 1st
 - Family membership Capital Improvement Fund = \$105, due Dec 1st

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- Voucher program is being eliminated and replaced with adjusted lodge user rates:

River Hills Ski Club, Inc. of Stamford 2010 / 2011 Lodge Rates					
	Winter Weekend	Winter Weekday	Winter Holiday Weekday	Winter 3-Day Holiday Weekend	Summer Rate
	(2 nights accommodations, 2 b'fasts, 1 dinner)	(1 night accommodation, 1 b'fast)	(1 night accommodation, 1 b'fast, 1 dinner)	(3 night accommodations, 3 b'fasts, 2 dinners)	(weekend or weekday, 1 night accommodation only)
Member Adult	\$40	\$15	\$30	\$70	\$10
Member Child	\$25	\$15	\$20	\$45	\$10
Guest Adult	\$80	\$30	\$60	\$140	\$20
Guest Child	\$50	\$30	\$40	\$90	\$20

- adult member winter weekend = \$40 (2 night accommodation, 2 b'fasts, 1 dinner)
- child member winter weekend = \$25

- adult member winter weekday rate = \$15 (1 night accommodation, b'fast, no dinner)
- child member winter weekday rate = \$15

- adult member winter holiday weekday = \$30/night (1 night accommodation, 1 b'fast, 1 dinner)
- child member winter holiday weekday = \$20/night

- adult member summer night = \$10 (1 night accommodation, no b'fast, no dinner)
- child member summer night = \$10

- adult guest winter weekend rate = \$80
- child guest winter weekend rate = \$50

- adult guest winter weekday rate = \$30
- child guest winter weekday rate = \$30

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- adult guest winter holiday weekday = \$60
- child guest winter holiday weekday = \$40

- adult member 3-day winter holiday weekend = \$70 (3 night accommodations, 2 dinner, 3 b'fast)
- child member 3-day winter holiday weekend = \$45

- adult guest 3-day winter holiday weekend = \$140
- child guest 3-day winter holiday weekend = \$90

- adult guest summer night = \$20
- child guest summer night = \$20

- Guest lodge user rates are double member lodge user rates
- Under this plan, lodge user fees should cover all variable costs related to lodge use; any excess revenue is to be applied to war chest (same account as Capital Improvement Fund)
- Inactive member dues = \$45
- The proposed handling of finances and corresponding dues/assessment levels are preferable because they are fair to all members (every membership has an equal obligation toward the running & maintenance of the lodge). The new system also provides incentive for current members to bring in new members – the larger the membership, the lower the dues/assessments for each membership as the costs are spread out over larger population. and
- Board is restructuring how we finance the lodge – it is a major change that we want all members to understand & accept. It is critical that the Board be completely transparent about these changes. Plan is to send out an email “blast” outlining the changes and announcing that the Sept 7th meeting will include a presentation explaining all the changes, the rationale involved, and inviting members to contact any Board member for detailed discussions in advance of the meeting. Email to go out by Aug 24th (next Tues); membership dues letters scheduled to go out by Aug 27th

- Board approved releasing contract with the Norwalk Boat Club. John S. to thank them for their past service
- IRS has confirmed that they recognize the Club as River Hills Ski Club, Inc. of Stamford and reaffirmed we are listed a not-for-profit classification.
- Ogden, Utah IRS office (which handles all not-for-profit organizations) has confirmed receipt of all past returns; they will reach out to John if there are questions.

Membership – Pat Siciliano

- Board voted to waive membership dues and assessments for Jan Hansen for 2010.
- Member Retention Policy: subject has been postponed for further review

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Communications – Anne Olshan

- Skizette drafted and on schedule for distribution
- Planning email “blast” to provide advance communication about financial changes in advance of membership renewal letter and next general meeting on Sept 7th.

Programs – Anne Zaera - no report for this meeting as Anne was unable to attend

- Update on August 3rd Social/Meeting

Next Board Meeting

Monday, Sept 20th, Long Ridge Tavern, 7:30pm *(note the change! Monday, not Tuesday!)*