



# Club News

Spring 2008

## FROM THE COMMODORE



Mike Barry

**WELCOME** to the inaugural edition of the Newburyport Yacht Club Newsletter.

We anticipate that the new site will be online in late May.

This newsletter, which we plan to publish from time to time, represents another initiative on the part of the Board of Directors to improve communications with you.

In the interim, Vice Commodore Lynch has launched a temporary site, which comprises a limited number of links to various items of interest. Please take a moment to visit the site at [newburyportyachtclub.com](http://newburyportyachtclub.com).

We trust you will find it both timely and informative.

There is no need to log on. (We are also doing away with the User Name/Password requirement on the new site.)

### Internet Age

The newsletter also represents our commitment to taking greater advantage of the "Internet Age." In this instance, publishing and distributing the newsletter electronically enables us to expedite its design and delivery and represents important cost savings, especially in the areas of production, printing and postage.

### Club Rules & Regulations

The new Rules & Regulations will be among documents posted on the web site.

We are in the process of updating and expanding this document and, when it is completed, we are confident it will provide clear and consistent guidelines.

### Website

Speaking of the Internet, our website is currently undergoing a complete redesign. Our intentions are to make the website appreciably more user friendly, to provide online access to current information relating to the Club's operations and activities, and to serve as a repository for numerous Club documents.

### Marketing Brochure

Our new brochure paints a very compelling picture of what makes our Club the envy of every other marina on the Merrimack River and we believe it will prove very beneficial to our sales and leasing efforts. Copies of the brochure are available in the Club office.

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## Newburyport Yacht Club Board of Directors 2007 - 2008

### Commodore

Michael Barry

### Vice Commodore

Robert Lynch

### Rear Commodore

William Roode

### Secretary

Michelle Kelly

### Treasurer

Glenn Dill

### Director

David Shepard

## DEEPWATER INITIATIVE

Bob Lynch, Vice Commodore

The Board of Directors voted in February to send a letter to Jim Lagoulis expressing the Club's possible interest in purchasing the balance of Deepwater's assets. These assets include portions of the marina as well as real estate.

This action was taken following informal discussions with Jim and with several Club members.

The Board is of the opinion that it would be highly beneficial for the Club and its members to own the balance of the property, or to arrange for the transfer of ownership to a group of friendly investors.

In addition to confirming the Club's interest, the letter requested specific information to serve as the basis making

a determination as to the fair market value of the Deepwater assets.

The ultimate objectives are to protect the Club's existing asset base and, potentially, to generate additional revenues through the provision of new waterfront facilities, such as a restaurant and bar.

It is unknown at this time when or how Deepwater will respond to this initiative, but we will keep you apprised of future developments when and as they occur. ▲

## THE SHIP'S STORE AT LAND'S END

Glenn Dill, Treasurer

Through special arrangement with Land's End, we now have the opportunity to place online orders for a wide variety of quality merchandise embroidered with our new Club logo.

Ball caps, polo shirts, tees, jackets, parkas, canvas totes and more...

Placing your order takes only minutes. There are no minimums to meet – buy one item or a dozen and, as long as the merchandise is embroidered with the Club logo, you will receive a 10% discount on every order.



**Please Note:** You have your choice of two logos – “Newburyport” and “Cap.”

The Cap Logo is a slightly smaller version of the Newburyport logo, and we recommend specifying the Cap Logo when ordering ball caps and other gear with similar, limited embroidering space.

To visit the Newburyport Yacht Club Ship's Store at Lands End, simply click on the link below. (This link will be featured on our new website's Home Page.)

[ces.landsend.com/Newburyport](http://ces.landsend.com/Newburyport) ▲

### FROM THE COMMODORE

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#### Club Logo

As featured in this newsletter we have a new and beautiful Club logo. This art work represents a considerable investment of time and talent on the part of member Jeana Dill and we all owe her our thanks.

#### Special Thanks As Well To...

... Brian Kelly for his exceptional efforts in spearheading the C Dock Replacement Project.

As you may or may not be aware, when he's not relaxing on his boat, Brian leads an extremely busy life as the owner of a construction company. His professional experience prompted us to ask if he'd be willing to assume responsibility for this important undertaking, and he didn't hesitate to say, “Yes.”

... Our consultant, John Pear. His extensive background in marketing, his tenure on the Board of Governors of the Annisquam Yacht Club, his dedication to excellence in every assignment he undertakes, and his candor have resulted in significant contributions to the positive momentum the Club is now enjoying.

#### Spring Launch

Please be reminded of the importance of working together as the 2008 season gets underway, especially with regard to launching our boats. It is imperative that we all cooperate with Club management and with the understanding that there are always certain degrees of unpredictability associated with the launch process.

That's especially true this year as, due to unforeseen circumstances, we will not be utilizing the online scheduling software. Regardless, we all have the same objectives: To launch our boats efficiently and in a safe and orderly manner.

Please see Rear Commodore Roode's article, “Spring 2008 Launch,” for further details.

#### Board of Directors

As the various Committee Reports in this newsletter attest, the Board has been quite busy over the past several months, and I thank the individuals with whom I serve for their ongoing commitment to our Club and to its future: Vice Commodore Bob Lynch, Rear Commodore Bill Roode, Secretary Michelle Kelly, Treasurer Glenn Dill, and Director Dave Shepard.

#### In Closing

Not long after the last of the boats were hauled and the yard “put away” last fall, we began seeking new opportunities to enhance the member experience and, in the process, the value of our memberships.

In that regard, we have paid particular attention to operational and financial management issues. Our goal, as always, is to provide the Club with a solid foundation, which will enable us to continue making forward progress year after year.

Speaking of foundations, another objective of mine is to begin establishing certain traditions, which will serve to honor the history of the Club. As one means to that end, over the coming weeks we will be installing a “Commodore's Gallery” in the Club House.

This Gallery will comprise photographs of each of our past Commodores as a tribute to their important contributions to the Club since our founding.

Our eighth season is fast approaching and the Board of Directors and I look forward to seeing you on the waterfront. ▲



## ENVIRONMENTAL COMMITTEE

Bill Roode, Rear Commodore

Tom Krafton, who serves on the Environmental Committee with me, and I recently completed and submitted the Club's emergency and hazardous chemical Tier II reports to the Massachusetts Department of Environmental Protection, the Newburyport Fire Department, and the Local Emergency Planning Committee.

Over the coming season, Tom, Dave Murphy and I will be monitoring on site activities for compliance with our Storm Water permits and for compliance with the Club's Environmental Policies, which are outlined below.

Please understand that failure to comply with these policies and procedures might result in significant fines and or suspension or loss of our right to operate our waterfront facilities.

### Shrink Wrap

During spring commissioning, the Club provides one dumpster, which is dedicated to shrink wrap disposal and recycling. No other dumpster is to be used for disposing shrink wrap.

Individuals failing to comply with this regulation will be subject to a \$150 fine.

### Maintenance Precautions

When painting, spray painting, scraping or making repairs, the area beneath the boat is to be completely covered with tarpaulins in order to prevent ground contamination.

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## GOING GREEN

Bob Lynch, Vice Commodore

Each year, the Club makes new strides in improving our relationship with the environment.

Efforts to date include establishing policies and monitoring compliance with those policies during spring commissioning and throughout the season. (In that regard, please review the Environmental Policies, which appear elsewhere in this issue.)

This year, we will be making a more concerted effort to ensure that all shrink wrap is disposed of in the dumpster dedicated for that purpose. Doing so will enable us to measurably increase the amount of that material removed from the site for recycling.

Prior to the beginning of the season, we're also hoping to have in place a system for recycling cans, bottles and paper.

In response to state and federal mandates, we are now researching bottom washing systems, which are designed to capture and process the resultant wastewater. It is our expectation that the system we select will be in place and operational within the next two years.

Again, please make a commitment to comply with our Environmental Policies. For a number of good and obvious reasons, it is extremely important that we do so. ▲

## FIREWORKS FUND

Al Ahlman

We are making a concerted effort this year to increase our financial support of the annual Yankee Homecoming fireworks display.

If you have not already made a contribution, we hope you will consider doing so during our fund raising campaign, which we will be conducting in June.

This is an excellent opportunity for us to support the greater Newburyport community and, perhaps, gain some favorable publicity for the Club in the process. ▲

## RACE/SAIL COMMITTEE

Al Ahlman, Chair

This past July, the eight of us who own sailboats agreed to join forces to promote the sport of sailing among the membership and, further, to promote the Yacht Club within the greater Newburyport sailing community.

Shortly thereafter, we launched our Thursday Evening Sunset Cruise program. And on most Thursdays over the balance of the season, generally a dozen or so members and their guests took advantage of the opportunity to either sit back and relax or take a turn "learning the ropes."

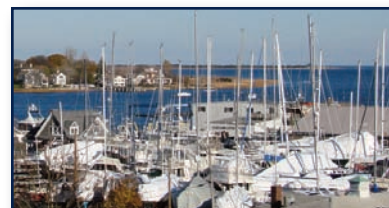
During the 2008 season, we plan to begin these informal excursions in June and continue right through into early October, one of the best times of the year to be under sail. We typically leave the dock between five and five thirty and we're back on shore by about nine thirty. No need to make reservations. Just show up with a life jacket and bring along a snack and, perhaps, a beverage or two.

A number of us will be racing in the Merrimac River Challenge and in several of the Massachusetts Bay and New England PHRF regattas. In the process, we hope to raise the profile of our Club among other area Clubs and their members.

We've also discussed the possibility of scheduling a weekend rendezvous for families and friends, probably somewhere on the coast of Maine.

Finally, we've been in contact with the American Yacht Club. Depending on a few variables, we're hoping our members' and renters' children will be able to enroll in that Club's Junior or Senior Summer Sailing Programs, and at discounted rates.

We expect to have further information in a month or so. ▲



**ENVIRONMENTAL COMMITTEE**

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When sanding or grinding, in addition to appropriate ground cover, a properly designed “tent” is to be erected around the entire area to prevent any ground contamination or airborne migration of paint particles.

Use of dustless vacuum sanders is highly encouraged.

Upon completion of maintenance project(s), ground covers and tents are to be carefully gathered in such a manner as to prevent dispersal of related contaminants and properly disposed of inside one of the onsite dumpsters reserved for trash.

Do not place these materials in the dumpster reserved for shrink wrap.

Individuals failing to comply with these regulations will be subject to the following schedule of fines and disciplinary actions:

**First Offense:** \$200

**Second Offense:** \$400 and one year suspension of winter storage privileges.

**Third Offense:** \$600, permanent suspension of winter storage privileges and such other disciplinary actions as the Board of Directors may elect to impose, including loss of leasing rights and expulsion from membership.

Violations need not have occurred during a single season. Detailed records of such violations will be maintained on file in the Club office.

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**2008 BOAT SHOW – SPECTACULAR SUCCESS**

Bob Lynch, Vice Commodore

Those of you who attended the New England Boat Show in January know that, thanks to the professional appearance of our booth and the professional manner of our many volunteers, we made a very positive impression on hundreds and hundreds of boaters.

This was the first time we exhibited and it was quite a remarkable experience. Over the course of nine days, nearly 50,000 people were in attendance and, at times, it seemed that every last one of them was bombarding us with questions about the Club.

Among the lessons we learned is that there are significant numbers of boat owners, especially throughout the North Shore,

who had never heard of the Newburyport Yacht Club. (We actually spent time talking to someone from Newburyport who was amazed to learn we existed.)

And, based on our conversations with these people, we know many are excellent candidates for becoming involved with the Club.

By the end of the nine days, we had strong expressions of interest in both memberships and rental opportunities from approximately 50 individuals. There’s no question that we are the best deal on the Merrimack River and the people with whom we spoke were very much in agreement.

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**SPRING 2008 LAUNCH**

Bill Roode, Rear Commodore

Dave Murphy and his crew are in the process of making preparations for the spring launch. At present, they are focusing on the marina, which includes the first phase of the C Dock replacement project.

As always, their forward progress will be dictated in large part by the weather and conditions on the Merrimack River.

**Blocking Boats**

Virtually every square inch of the yard is occupied by boats in winter storage. Approximately 60 of these boats are blocking the boats behind them, and these blocking boats will be assigned first priority when the launching operation gets under way.

Again, depending on the weather, river conditions and other variables, we hope to begin that operation in early May. Notices have been sent to those individuals with blocking boats asking them to be prepared to launch on or about May 1st. As stated in the Notice, if it becomes necessary to move rather than launch a blocking boat, the owner will be subject to a \$250 charge.

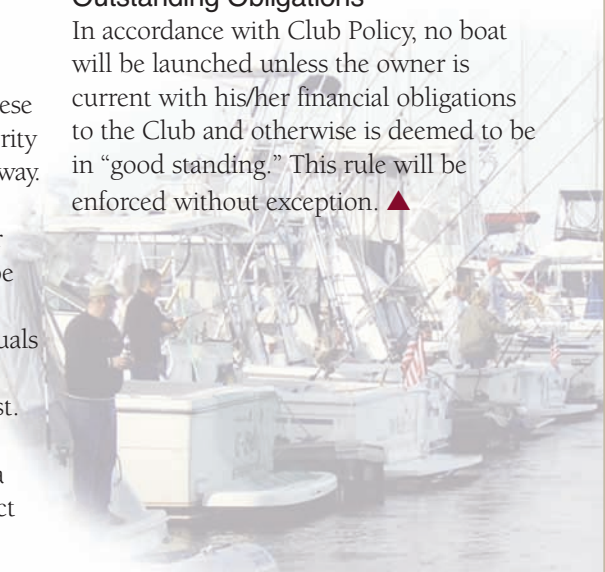
**Launch Schedule**

Once the blocking boats are in the water, Dave Murphy and Roberta Hanna will begin to coordinate the launch schedule for the balance of the boats. Please note that we are reverting to the original system for scheduling launches and will not be making use of the online scheduling software program, as has been our practice over the past several years.

We ask for your cooperation and your patience during this demanding period.

**Outstanding Obligations**

In accordance with Club Policy, no boat will be launched unless the owner is current with his/her financial obligations to the Club and otherwise is deemed to be in “good standing.” This rule will be enforced without exception. ▲



**ENVIRONMENTAL COMMITTEE**

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**Pressure Washing**

No pressure washing is to take place on the launch/haul ramp or on any paved surface. Pressure washing is to take place only on gravel surfaces far removed from the Merrimack River.

**Hazardous Materials Disposal**

Members and renters are solely responsible for PROPER OFF SITE disposal of all hazardous materials, including but not limited to batteries, refrigerators, ice machines and waste oil.

All such hazardous materials must be disposed of in strict accordance with local, state, and federal regulations.

Individuals failing to comply with these regulations will be subject to a \$500 fine plus any and all costs associated with subsequent proper disposal. ▲

**WATCH OUT! THOSE THINGS HAVE BEEN KNOWN TO BITE...**

Bob Lynch, Vice Commodore

All in all, 2007 was a pretty good year for fishing.

The giant cod arrived on the scene around Memorial Day and were available for the taking for about a week or so. Some tipped the scales at 60 lbs plus.

Then the stripers took up occupancy in the Joppa flats. (Unfortunately, so did the kayakers.) But, when the clock struck 2 AM, you could lay into some real monsters. (If you haven't seen a 50 lb striper lately, you don't know what you're missing.)

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**2008 EVENT CALENDAR**

The following is the schedule of events for the coming season. In some instances, the dates may be subject to change. Any revisions to the calendar as well as additional details regarding each event will be posted in the Club House and on our website.

If you are willing to assist in organizing any of these events, please contact Dave Shepard at [dave.shepard@comcast.net](mailto:dave.shepard@comcast.net).

**May**

31st Saturday  
Open House & Commodore's Party

**June**

7th Saturday  
Yard & Marsh Clean Up

13th Friday  
A Dock Party

21st Saturday  
Striper Tournament Begins @ 12:01 AM

22nd Sunday  
Striper Tournament Ends @ 3 PM

**July**

18th Friday  
B Dock Party

19th Saturday  
Tall Ships Viewing & Clam Bake

27th Sunday  
Children's Pool Party

**August**

2nd Saturday  
Yankee Homecoming Fireworks Party

15th Friday  
C Dock Party

**September**

7th Sunday  
Breakfast at the Club

13th Saturday  
Bluefish Tournament & Fishing Banquet

20th Saturday  
Annual Meeting & Cookout

**FINANCIAL REPORT**

Glenn Dill, Treasurer

**Summary**

The Club is in sound financial condition. Our 2008 budget is balanced and we have a healthy capital reserve, which will enable us to continue making improvements to our facilities in future years.

During 2007, renovations to A and B Docks were completed and preparations began for the first phase of the C Dock replacement project.

The 2008 budget reflects marked increases in our insurance premiums and city taxes. These increases will not exceed income but will serve to reduce capital growth compared with 2007.

**2007 Review**

In addition to annual membership dues, which represent the primary source of our operating income, other income from yard operations, rental fees, storage fees, ice and soda machine sales and other areas enabled the Club to absorb increased operating expenses while continuing to contribute to our capital reserves.

**For The Year:**

- Revenues @ \$485,070
- Operating Expenses @ \$382,597
- Capital Expenditures @ \$49,919

Capital expenditures included improvements to A and B Docks, new blocks and stands, porch repairs, and our new Newburyport Yacht Club sign.

- Net Income @ \$52,554

As a result of our net income, our capital reserves now total approximately \$288,000.

**Looking Ahead**

While the Board was pleased to be in a position to meet our anticipated operating requirements without increasing the 2008 annual dues, we do not expect revenues from other sources to match 2007 levels.

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**WATCH OUT...**

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The school tuna made a later than usual showing but proved reasonably cooperative, at least for the more skilled tuna men among us. (As I recall, there was quite a bit of sushi making the rounds on B Dock.)

Obviously, we hope this year is as good.

A group of hardcore fishermen are in the process of developing new formats for our annual Striper and Bluefish Tournaments, and they've already come up with some great ideas for spicing up these events.

If you'd like to help organize and run either or both tournaments, please contact Steve Dutilly or Steve Schott. ▲

**2008 BOAT SHOW**

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Ken Kegan, our Sales & Leasing Agent, has been following up on these and other leads over the past couple of months and the results of his efforts are reported elsewhere in this issue.

On behalf of the entire membership, I want to thank those volunteers who made our participation in the Show such a success:

Mike Barry, Bill Roode, Glenn Dill, Michelle Kelly, Brian Kelly, Alex Shore, Scott Sutherland, Terry Sutherland, Steve Dutilly, Jerry Gendron, Susan Gendron, Al Ahlman, Michael Clarke, Art Chaisson, Dave Libby, Tom Davis, Maureen Davis, Ken Keegan, John Kusler and Judy Kusler. ▲

**FINANCIAL REPORT**

*Continued From Page 5*

And, while we anticipate that operating expenses will be slightly lower this year, a 50% increase in city taxes will result in overall expenses approximating 2007 expenses.

To cast the property tax in a positive light, it does reflect appreciation in the value of our property, from which we all derive benefit.

**2008 P&L Projections**

- Revenues @ \$438,425
- Operating Expenses @ \$378,800
- Capital Expenditures @ \$44,500

The Capital Expenditures line item includes investments required to respond to environmental and infrastructure dictates, our new website, Club House upgrades and other improvements.

- Net income @ \$15,125

Please email me at [gddill@comcast.net](mailto:gddill@comcast.net) if you have any questions regarding this report or any other aspect of our financial status. ▲



**BEST KEPT SECRET NO LONGER**

Ken Keegan, Sales & Leasing Agent

As a renter for the past three seasons, I always wondered why people I know who lease slips at other marinas on the River had no idea what this Club has to offer.

Since I assumed responsibility for sales and leasing several months ago, I've been spreading the word and, I think it's fair to say that the days when the Newburyport Yacht Club was the best kept secret on the Merrimack River are coming to an end.

In addition to involving me in the sales and leasing process, the Board of Directors instituted a formal marketing program, which began with an Open House last summer. In January we exhibited at the New England Boat Show and we then supplemented those initiatives with an extensive direct mail campaign.

Our collective efforts are paying off.

I'm currently working on two or three potential sales and, as far as my efforts on the leasing front are concerned, we now have signed contracts and deposits for every available slip in the marina. It's worth noting that 14 of these slips have been leased to individuals who have not previously rented from us.

By comparison, in April 2007, more than 30 slips remained available for lease and, despite a series of rate reductions as the season progressed, we never reached 100% occupancy.

We are now establishing a waiting list against the possibility that one or more of those individuals who have signed contracts may have a "change of heart" as we get closer to the season.

So, if you know of someone who might be interested in reserving a place on the waiting list or in learning more about the benefits of becoming a member, I can be reached at 508.243.9599 or [keegankk@comcast.net](mailto:keegankk@comcast.net).

And, if we haven't met, I'll make a point of introducing myself to you this summer. ▲