

**International Order of the Blue Gavel**

**Summer Regional Meeting**

**Saturday, August 20, 2016**

**Four Points by Sheraton Hotel, Niagara Falls, New York**

CALL TO ORDER: The meeting was called to order by President Joe Dowdell on August 20, 2016 at 9:00 a.m. at the Four Points by Sheraton Hotel, Niagara Falls, New York.

The Pledge of Allegiance was led by President Elect Rosalie Davis-Green.

ROLL CALL of the Executive Committee:

President Joe Dowdell	District 8
President Elect Rosalie Davis-Green	District 11
First Vice President Tony Durieux	District 7
Second Vice President Bud Higginson	District 8
Treasurer Marshall Nemoy	District 15
Immediate Past President Joel Kay	District 7

The Recording Secretary confirmed that a quorum was present and all officers had signed the attendance log.

AGENDA: President Elect Rosalie Davis-Green moved to approve the agenda. First Vice President Tony Durieux seconded the motion. Motion carried.

INTRODUCTION OF IOBG INTERNATIONAL PAST PRESIDENTS: President Joe Dowdell introduced Past President Steve Willing District 25 and Past President Louis Key District 7.

INTRODUCTION OF THE HOST: President Joe Dowdell introduced and thanked District 3 Director Lewis Smith for hosting the Regional Meeting.

Lew welcomed everyone and gave a brief history of western New York and the area: Breathing chemicals and smoke from all the old factories from hydropower in the 1950. The original residents were Seneca, nine tribes still occupy five reservations. Many battles fought here. Fort Niagara worth visit. Buffalo between Erie and Ontario Lakes. Grew to be the fifth largest city in the country now. Curtis-Wright produced thousands of aircraft during the war. Auto factories still have a presence. Well used Erie Barge Canal was pulled by oxen. Still have a few freighters on the lake. Now hospital, computer industries, high-text are the major employers. 300,000 population - down from over 1 million. Casino Niagara owned by Seneca. Robert Moses built huge hydro-electric power plant.

SELF-INTRODUCTION OF MEMBERS and GUESTS:

DISTRICT 1:

Communications Director Mary Nye Meyers

Northwest Area Vice President Lani Lightle

DISTRICT 3:

Director Lewis Smith

DISTRICT 7:

North Central Area Vice President Mark Vadaj

District Director Warren Dempster

First Vice President Lloyd Bogue

DISTRICT 8:

District Director Karen Shea

DISTRICT 9:

District President Larry Inguagiato

DISTRICT 11:

Southwest Area Vice President Sherry Barone

Legal Officer Gary Green

DISTRICT 15:

District Director Kathy Smith

Past District President Linda Loftis

DISTRICT 16:

Recording Secretary Marsha Landreth

DISTRICT 18:

Director Robert "Buzz" Bisanz

DISTRICT 19:

Humanitarian Foundation President Joan Marsh

APPROVAL OF SPRING REGIONAL MINUTES:

It was regularly moved, seconded, and approved to accept the minutes of the last Regional Meeting held in Portland, Oregon, June 9, 2016.

## EXECUTIVE COMMITTEE REPORTS:

### TREASURER – Marshall Nemoy

Treasurer's report was prepared for distribution and discussion. Summary: For the seven months ending July 31, 2016, IOBG had a net income of \$53,705 which is \$8,761 higher than budget and \$11, 596 higher than last year. With certain exceptions, the variances by district can be considered as normal at this time of year. Total assets have decreased by \$3,378 primarily because expenses paid by the revenue from dues. Collections slowed since the last statement in April. In spite of the reduced amount, the Member's Equity is 99.21% of total assets.

IOC collection of dues and district dues: IOC prints out bills and send out after New Year's. Will not send unless district asks for help or if the district membership falls by 20%. IOC also collects and sends the district's dues to the district.

Thirty members paying for paper version of the Log this year.

### SECOND VICE PRESIDENT - Bud Higginson

(As given at the Executive Committee Meeting yesterday.)

Now that the new brochure is complete, the effort is to assist in recruiting new members with the new brochure. How about something for membership retention?

Everyone is concerned about the reduction in membership over the last several years, i.e. down from approximately 4,000 to approximately 1500/1600 members today. It is not only IOBG, other organizations have the same problem. Why does this problem exist? Members have other interests (activities) to be involved in and don't have interest in the same old things offered by their chapter. Groups that keep updating their programs do not have a retention problem. Surveys and studies have been made in the past to try to resolve this problem with some success, but that has not totally solved the problem. What if area IOBG shared with each other what programs they are doing to keep their members interested and active?

Back in 2013, District 8 surveyed all the activities or what each of the chapters were doing and published the results for all the chapters to see. The results were very good with some of the chapters using the activities of other chapters to create interest. It was especially good for younger and new chapters to get started on the right foot.

Look at the survey results and some of the various activities. Perhaps a similar type of survey could be done on an area/district bases. Perhaps the AVPs could lead this effort, working with the district directors. The results could be published on an "area" bases or combining them all on a national bases. The AVPs saw this as a favorable approach to this problem.

### FIRST VICE PRESIDENT – Tony Durieux

Tony spoke about working together to finding solutions. When the chapter or district plans a function, advertise in the local media. Invite members and guests from other yacht clubs. Invite

Blue Gavel member families. Plan social activities with the Blue Gavel family upper most in mind. Make a habit of visiting the IOBG Website and make sure everyone knows how to access the online newsletter and have a copy available at all meetings.

#### PRESIDENT ELECT – Rosalie Davis-Green

The new brochure is receiving positive responses from the districts. Please use it as you approach potential new members. If your district did not receive them, contact the IOBG IOC to request a supply.

Membership has been trending downward at the rate of 50 members per year; however, several districts are focusing on membership recruitment and retention. This will continue to be a top priority next year.

Annual Meeting plans are almost complete for Marina del Rey, California, October 20-22, 2016. The meeting is co-hosted by Districts 11 and 10. Registration and schedule of events are available online at IOBG.org. Three yacht clubs will be visited, a visit to the Getty museum, and a trip to the Long Beach Aquarium before touring the Long Beach Harbor. Meetings and installation dinner will be at Del Rey Yacht Club. The Convention hotel is the Custom Hotel, which is 1.5 mile from DRYC. The hotel has a free shuttle to and from the airport.

Elections will be held at the annual meeting. It is the District Directors' responsibility to attend the meeting and vote on behalf of their districts. If a District director cannot attend, request the district elect an alternate director (who must be a member of the district) to attend and represent the district at the annual meeting. See IOBG Policy and Procedure Manual for the form to complete.

#### PAST PRESIDENT – Joel Kay

Joel welcomed everyone. This is the Joel's second trip to Niagara Falls as he was here in 2002 when Past President Art Theobald hosted a get-together.

The boating community is consistently getting smaller. The boat manufacturers are facing dire times in the US as a result. This has an extraordinarily negative effect on yacht club membership and ultimately on IOBG membership. We have to constantly find new methods of retention and be innovative in getting past commodores to want to join IOBG. Joel has no immediate solutions to these issues, but will continue to work with everyone on the problem. He believes that the new IOBG brochure is a great step in this direction. Joel thanked Rosalie Davis-Green, Tony Durieux, and their team for making this happen.

#### PRESIDENT – Joe Dowdell

Joe thanked Margot Smith, Lew Smith, and the District 3 meeting committee for all their hard work putting this regional meeting together. June and Joe also thanked Margo and Lew for being their local guides, knowing all the ropes, the parking, best spot on the Maid of the Mist, the trolley ride. The last time Blue Gavel had a regional meeting in Buffalo-Niagara Falls District 3 was

August 1-4, 2002, 14 years ago. Joe told details of the visit, and has a copy of Art's report and minutes of the meeting for those interested in seeing them.

The Executive Committee has been meeting in monthly conference calls to administer the affairs of the organization. All of the EC's actions are subject to approval of the Board of Directors at the next annual meeting. One of the first actions was to update IOBG's informational brochure. 2500 brochures were printed. Each district was sent copies. Another decision that was made pertained to the frequency of publication of the Log, which will continue to be published four times a year. Dues notices coming from central billing is an ongoing topic of discussion. The committee feels that it is only smaller districts that would benefit from this procedure. The IOC is already billing for 18, 20, 21, and 22. Districts 26 and 27 should be billed by the IOC next year. Area Vice Presidents are to notify those districts that the dues notices will come from the IOC. Another project the committee approved in principal was the creation of a membership category and dues structure of Non-North American members. These members will receive lower dues because of the unfavorable exchange rate. This has the potential to increase the interest and participation overseas. The EC directed the legal officer, Gary Green, to renew the trademark protection of the name and logo in the United States and Canada. The states was renewed, but a law firm in Canada had to be used to renew theirs. We also had to change the registered address; the renewal is for 15 years. Special events insurance coverage for the October meeting was approved yesterday.

#### OFFICERS' REPORTS:

##### NORTHWESTERN AREA VICE PRESIDENT – Lani Lightle

Districts 1, 2, 4, 5, and 24

District 1 had a summer picnic in July at LaConner, WA located 70 miles due north of Seattle. There is almost always a location picked for this at a saltwater port. This is so members with boats can attend by boat if they wish. Many boaters are heading north at that time to cruise the islands of the San Juan's and the Gulf Islands of British Columbia, so it makes it convenient. This year's fall Change of Watch meeting will be hosted by Hells Canyon Boat Club in Clarkston, WA. It is over 300 miles from Seattle but it is a popular location and has been well attended in the past.

District 5 located in Oregon and SW corner of Washington has had a very busy year. They hosted the IOBG spring regional meeting and the Nautical Safety Foundation, which provided 1500 life jackets in over 50 kiosks. They will hold their next meeting September 27<sup>th</sup> in Portland for Change of Watch.

##### SOUTHWESTERN AREA VICE PRESIDENT – Sherry Barone

District 10, 11, 14, 15, 16, 19, 21, 51 (6)

Southwestern IOBG members have been busy. Districts 10 and 11 have been holding fundraiser events and getting ready for the October 20-22, 2016 IOBG International Change of Watch in

beautiful Marina del Rey, California where President Elect Rosalie Davis-Green will be installed. District 6 Director Bill DeRego volunteered in the communication room for the 2016 Pacific Cup Race. District 14 Director Susie West is planning the Member Appreciation Picnic at San Rafael YC on Sept. 10. District 15 Director Kathy Smith has been busy planning an inaugural Race Your BoD Regatta, which will raise funds for ElderHelp San Diego. District 15 auxiliary also raised money for ElderHelp. District 16 held a Chowderfest that made \$40,000 for the Maritime Museum. District 19 Director Sandee Clark will hold the election of officers with a Cruise-In at Bridge Marina Yacht Club. District Director 21 Leo Vortouni and President Richard Price attended many boating activities and events.

#### SOUTHEASTERN AREA VICE PRESIDENT – Robert P. Buzz Bisanz

Buzz introduced Director of District 8, Karen Shea and Dunedin Boat Club Chapter President, PC Ron Kincard. District 8 has a total membership of 228 members in 24 chapters across the state of Florida. Largest district for retention because the district officers divided chapters among the officers and each is responsible for calling these chapters and share ideas. They are challenged to retain these chapters. Each was also assigned non-members chapters.

Regional meeting at Clearwater, Charthouse Hotel next door. Get in reservations soon in March. Looking forward to hosting March 3 & 4. Get in hotel reservations by February 1<sup>st</sup>.

#### DISTRICT 8 – Director Karen Shea

Recruitment targeted with 27 letters to rejoin IOBG. Received two responses wanting to reestablish membership in IOBG. Recommends spreadsheet to pass down. Letters are good tools but also need personal contact. Another idea is the traditional exchange of burgees. Made improvements to the District 8 website. More Florida former members are rejoining.

#### NORTH CENTRAL AREA VICE PRESIDENT – Mark Vadaj

District 7, 9, 23, 25, 50

District 50 - Accommodate those who have moved to an area without active chapters.

One of the biggest reasons for success within the North Central area is that all districts join together for multiple events. Have competing group trying to develop contacts to help IOBG. Must work together as the whole is bigger than the sum of its parts. Mark has received requests. One from Ed Schuler from Erie Yacht Club to host a Regional Meeting in the near future. Another request was to have a Facebook page to socially share functions. He will continue to work on membership cards with merchant sponsorship and discounts. New chapters have expressed interest in plaques to display in club. He suggested publishing chapter certificates to hang in those clubs. Request legal officer to write to those not in IOBG using the IOBG name. Request credit card billing for those who no longer use checks. District 23 still needs a director.

## DISTRICT 9 – Larry Inguagiato

A forty-year tradition, District 7,9,25 held a joint cocktail reception at the Put-In-Bay Yacht Club. The reception is an opportunity for members to socialize and honor the Interlake Yachting Association's 2016 Commodore. A good time was had by over 100 members in attendance. District 9, which comprises clubs from the Ohio and Michigan areas, hold an annual Ohio State versus Michigan football pool. From this pool, the district earns around \$750, which goes to local humanitarian efforts.

## District 7 – Warren Dempster

In June, District 7 hosted a cocktail party at the Greater Cleveland Boating Association's annual rendezvous in Huron, Ohio. That organization has 42 member yacht clubs and is a great way to promote IOBG. District 7 has just returned from participating in the power boat regatta with the Inter-Lake Yachting Association, which has 144 member yacht clubs. After an e-board meeting at Vermilion Boat Club in September, their 4<sup>th</sup> annual wine tour is planned in Geneva, Ohio. Debbie Light will become the new President of District 7 at the change of watch at Forest City Yacht Club in Cleveland on October 1<sup>st</sup>. None of these events would have been as successful as they were without the help and support of the Auxiliary led by President Mary Romano. District 7 has had a slight decline in membership, but hopes it will increase next year. District 7 looks forward to welcoming everyone back to Cleveland for the Annual Meeting in October of 2017.

## HUMANITARIAN FOUNDATION – Joan Marsh

Donors will be honored at a luncheon during the Annual Meeting. Funds have been put to good use: District 7 received funds to take veteran on boat rides; District 16 received funds to help with Chowderfest in 2015. To continue funding requests, the Foundation needs donations. The HF is now receiving funds through credit card on website.

## LEGAL OFFICER'S REPORT – Gary Green

This report addressed the Canadian licensing, special events insurance.

## PROGRAM – Jim Catalano

District 3 has been supporting Excalibur, a private non-profit volunteer organization dedicated to providing adaptive boating and fishing opportunities for persons with disabilities. Since 1985, Excalibur has served over 60,000 people with an average of 5,600 hours of programming. Jim Catalano presented an inspiring video on this wonderful boating program.

## COMMUNICATIONS DIRECTOR'S REPORT – Mary Nye Meyers

Moving directory from IOC to Mary Nye Meyers. Will be able to provide District information electronically. Need each district's officer information by November to publish directory by February. Get in articles by September 3<sup>rd</sup>.

## PROTOCOL OFFICER'S REPORT – Marsha Landreth

Available by phone to answer questions.

## RECORDING SECRETARY'S REPORT – Marsha Landreth

Asked that everyone attending meeting sign in. Asked for hard copies of all reports.

## BoatUS REPORT – Marshall Nemoy

Total number of BoatUS members nationwide is 532,848. The average number of years of boating experience for each member is 27. Total number of boats owned by BoatUS members is 1,060,397. The number of towboats in the TowBoatUS towing fleet nationally is 601. Total hull value of all boats insured with BoatUS Marine insurance is \$8 billion.

IOBG members receive a 50% discount on memberships because IOBG is a cooperating member.

## MEMBERSHIP REPORT – Rosalie Davis-Green

Membership retention. Will discuss ways to help at local workshops.

## NATIONAL BOATING FEDERATION – Mary Nye Meyers

National Boating Federation is pushing a bill to enhance the Loran as a backup should GPS go down. The Loran is land based.

NBF is asking the EPA to dial back ethyl production as it ruins engines.

Need to get our voice to representatives.

Making progress.

## COMMITTEES

### ANNUAL MEETING – Rosalie Davis-Green

The Annual Meeting will be Oct 20-22, in Marina del Rey, California. The headquarter hotel is the Custom Hotel, close to LAX. They have a free shuttle. Meetings will be at DRYC. IOBG will be providing transportation to meetings and activities. Activities: Getty Museum, lunch on your own, with lots of food opportunities at Getty. Long Beach Harbor, aquarium, and LBYC for dinner. Grand Ball at DRYC. Buses limited; first come, first served. Posted on the IOBG website.



## NOMINATING COMMITTEE – Joel Kay

Per by-laws, Nominating Committee is made up of the President (Joe Dowdell), IOBG Eastside Member (Roger Isphording), IOBG Westside Member (Eileen Van Winkle), and chaired by immediate Past President (Joel Kay). The slate is due at the spring meeting, presented at the summer meeting if there is one.

Slate of Officers:

President: Rosalie Davis-Green, District 11

President Elect: Tony Durieux, District 7

1<sup>st</sup> Vice President: B.E. (Bud) Higginson, District 8

2<sup>nd</sup> Vice President: Sherry Barone, District 11

Executive Secretary: Mary Eiffert, District 1

Treasurer: Marshall Nemo, District 15

Northwestern Area Vice President: Lani Lightle, District 1

Southwestern Area Vice President: Kathleen Smith, District 15

North Central Area Vice President: Mark Vadaj, District 7

Northeastern Area Vice President: open

Southeastern Area Vice President: Robert P. (Buzz) Bisanz, District 18

Immediate Past President: Joe Dowdell, District 8

## ELECTIONS – Rosalie Davis-Green

Elections will go forward at the Annual Meeting. District Director needs to attend to vote on behalf of district. District must elect an alternate if the District Director is not attending. Form will be mailed out with notice and needs to be sent back before Annual Meeting.

## IOBG AUXILIARY – Sandra Durieux

Axillary has 298 members, 109 from District 7, which won the prize for most members. Shirley Willing has been working on member numbers, emails, etc. from each district. Will be turning it over to others to go forward.

Discussed permanent cards for past presidents. Successful meeting with lots of members and opinions.

OLD BUSINESS – None

## NEW BUSINESS

Budget for 2017 – Marshall Nemoy

Dues - \$78,200. Annual Meeting receives \$3000. \$2000 for gifts and awards. Area Vice Presidents' expenses will be split-line items. Total revenue 2016 budget \$81,270, projected for 2016 - \$79,031; 2017 budget \$78,720 total revenue. Total expenses for 2016 - \$75,712; projected expenses for 2017 - \$87,645. Delegate travel allowance has gone up - 2016 budget was \$9,000. 2017 will be \$12,000. Executive Committee 2016 budget for travel was \$30,220 with a projected \$27,375 for 2016; 2017 budget is \$26,500. AVP 2016 budget was \$13,270; 2017 budget \$17,200. Communications 2016 budget \$2010, projected for 2016 - \$1,530; 2017 budget \$2,200. IOC 2016 budget \$21,779, projected for 2016 - \$21,286; 2017 budget \$24,745. Total expenses 2016 budget \$81,279, projected for 2016 - \$75,712; 2017 budget \$87,645. Added to the budget will be \$812 for insurance. The budget has an \$8,925 deficit. The EC is opposed to a dues increase. Two choices to make up the deficit: 1. Take the \$8,925 deficit from principal. 2. Trim the deficit from other expenses. Directors needed at a meeting for a quorum and to vote on budget.

## ANNOUNCEMENTS

Supply vendor (Commodore Insignia) has poor quality badges popping off. Marshall recommended VHB (very high bond) industrial glue. Belt buckle also poor quality. Should IOBG change vendors? Mary Nye Meyers uses one in Washington that is good. According to Legal Officer Gary Green, contract is non-exclusive.

## ADJOURNMENT

1<sup>st</sup> Vice President Tony Durieux moved to adjourn. President Elect Rosalie Davis-Green seconded to motion. Motion carried. President Joe Dowdell adjourned the meeting at 12:00.

Respectfully submitted,

Marsha Landreth

Recording Secretary