

KEY BISCAYNE BEACH CLUB, INC

MINUTES OF THE MEETING OF THE BOARD OF DIRECTORS

June 8, 2021

ATTENDEES:

Present at Club:

Dwight Hewett

Michael Bracken

Chris Biggers

Craig Hardie

Nancy Stoner-Downs

Sixto Campano

Jack Macia

Paul Zuccarini, Manager

Call to order: 6:02 PM

MOTION to approve minutes from May 12, 2021 BOD meeting. Approved unanimously.

Old Business:

Concession: Hewett reported that the dishwasher has been installed and that we have received DBPR approval for opening the restaurant. The Village has sent the necessary application to DERM for their approval. No on-site inspection by DERM is necessary. Once DERM approves, then the Village will provide the final approval. The BOD discussed immediately moving forward with the selection of tables and chairs to replace the existing concrete tables. The BOD will engage the Beachside owner for his recommendations. Hewett suggested that we remove the canopy covering the bar-b-que area and replace it with a Tiki Hut. The BOD agreed to further discuss this option.

Electric Panels: Bracken confirmed that VAST Electric has been chosen to perform this work at less than the \$22,500 maximum cost allowed by the BOD. Bracken is working on confirming the start date.

Eagle's Nest Update: Hewett informed the BOD that architect Brent Moss will soon send his preliminary drawings to the DEP.

Summer Kick-Off Party Assessment: The BOD reported that the party was very well-received by the membership and that many attendees expressed gratitude for not charging them an entrance fee. The BOD discussed lessons learned from this first party. About 40% of those members that RSVP'd that they would attend, did not attend. The BOD came up with a few ideas for how to prevent this from happening next time. Otherwise, all agreed that it was a very nice party and that we should have another one soon. **MOTION by Campano:** That our next membership party be held on Friday, September 24. Seconded by Stoner-Downs, passed unanimously.

Hurricane Shutters: Zuccarini sent the Board several quotes ranging between \$31,200 and \$60,000. Zuccarini is most comfortable with A1 Hurricane Shutters and reported that they were the most thorough and knowledgeable. A1 quoted \$31,200. The BOD and Zuccarini will get references, reviews and background information on A1. The BOD will then take a vote remotely to decide whether or not we should contract A1 to do the job.

New Business:

Ice Machine to Purchase/Lease: Hewett presented the Board with Member Felipe Porro's very informative and detailed analysis of several ice machine options for the BOD to consider.

MOTION by Bracken: To proceed with Porro's recommendation to lease the 600 LBS. ice maker. Seconded by Stoner-Downs, approved unanimously.

New Merchandise: Hewett proposed that any new merchandise for sale would require Board approval. The Board agreed. We will be adding very attractive towels with Beach Club logos to our store inventory, to be sold in the \$22-\$24 price range. Additionally, Zuccarini will bring slow-moving inventory to the attention of the Board in order to decide the next steps regarding those items.

Next KBBC Event: The Board discussed sponsoring a movie night with popcorn, lemonade and other goodies. Stoner-Downs will spearhead the event. Zuccarini will contact the Village regarding the rental/use of a screen, projector and other necessary equipment.

Manager's Report:

Current Membership Report: Zuccarini reports that new members continue to come aboard at a strong pace. Also, see Treasurer's Report below. Zuccarini reported that the typical profile of a new member is a family with children.

Inventory Report: Zuccarini continues to report very strong merchandise sales and he expects us to easily surpass our 2021 goals. Zuccarini reports that sales have recently exceeded \$3,500/month.

Open Discussion:

Shower Area: Stoner-Downs would like for the BOD to address upgrading the shower area. The BOD agreed to take this up at the next meeting.

Treasurer's Report See Attached

Financial Discussion: Biggers reported that the Club continues to be in excellent financial shape. We are ahead of budget in overall financial performance. The payment of annual membership dues is coming along very well and new membership initiation fees have already surpassed the annual goal. We now have 582 fully paid members, 16 members that owe 1 year of dues and 11 members that owe more than two years of dues. We anticipate that we will end the year with at least 590 fully paid members. Members that owe more than two years of dues have been moved to "Inactive" status. The BOD and Manager will make an effort to reach out to these folks to try to salvage their memberships. If they do not pay the past due balances by June 30, their respective memberships will be terminated. Upcoming expenses include two new electric panels, new clubhouse and restaurant hurricane shutters, repairing the north chain-link fence, painting the east-facing patio wall and replacing clubhouse fans and ceiling lights.

MOTION TO ADJOURN by Campano, seconded by Hardie.
Meeting adjourned at 7:29 PM. Recorded by Jack Macia.

Next BOD meeting: July 8, 2021 @ 6:00 PM Digital Executive Session