

**Bolton LDC Meeting- July 30, 2008**  
**State of New York**  
**Warren County**  
**Town of Bolton**

Present: Phil Farbaniec, Joel Jacko, Alexander G. Gabriels III, Jason Saris and Scott Andersen  
Absent: Art Baker and Supervisor Kathy Simmes

Phil Farbaniec called the meeting to order at 5:10 p.m.

Public in Attendance: No Public in Attendance

*Winter Storage-*

Jason Saris gave a history of how Norowal came to provide winter storage. He stated that it was started as commercial rental that was sublet by other commercial marinas. He stated that he is not sure that they should be involved in retail storage business. He stated that this was never a BLDC Board decision and it was taken on by the staff. He stated that he could be okay with the decision to provide this service as long as it is a Board decision. He also feels that they will need to balance the income gained versus changing the policy and competing with other marinas. Phil Farbaniec stated that they would have to assume certain liabilities with insurance. Joel Jacko stated that there was no policy in place for winter storage, among other things, and the managers took decisions upon themselves and the Board never disagreed up until this point. Jason Saris replied that no one ever approached the Board about this idea in the first place. Joel Jacko stated that the Board approved to rent the space. Jason Saris replied yes, but after it was already done and set in place. He continued that he is not sure if other marina operators know about it or if they would be okay with Norowal providing this service. Phil Farbaniec stated that he would feel more comfortable renting the whole space to another marina owner. Joel Jacko asked if there is a need for this. Jason Saris replied that he did not know. He stated that last year Scott Andersen rented some space and there are plenty of places around that may be interested. He suggested that they start contacting local marinas by phone to see what kind of interest there may be. Joel Jacko stated that he is concerned that there has been minimal storage use in previous years. Phil Farbaniec stated that is because there has been minimal marketing done. Joel Jacko stated that they didn't push the marketing because they didn't want to offend anyone.

Phil Farbaniec asked if they would be responsible for carrying the liability. Joel Jacko replied yes but it would be easy to resolve and cover. Phil Farbaniec stated that if they do not get winter storage set up for this season that they could work towards that goal next year. He stated that he would prefer for a commercial venture to rent the whole space to sublet. Jason Saris stated that they have two strategies they could consider: 1) lease commercially- they would need to consider a price structure and contact marinas for interest and 2) lease individually- market the space to current dock space customers and offer a deal. Joel Jacko asked if they could do both. Jason Saris replied yes. Joel Jacko asked who would get first choice of indoor and outdoor space. Jason Saris replied that it could be either party and they could choose who to offer it to first. Joel

Jacko asked how they should go about marketing and who should they contact first. Jason Saris replied that they should offer first to the customers but ask them to commit by a certain time so that they can offer it commercially.

Zandy Gabriels asked who would be responsible for winterizing the boats. Jason Saris replied that it should be done by whoever repairs or services the customer's boat. Joel Jacko asked if they will allow winterization to occur on site. Jason Saris replied yes, as long as they have a certificate of insurance. Zandy Gabriels asked if the boat owners could do the winterization themselves. Jason Saris replied that he doesn't feel that should be a problem, but they should contact Counsel Muller for his input and suggestions with regard to insurance. Zandy Gabriels asked if it mattered if the boats were trailered or blocked. Jason Saris replied no, but the blocks would have to be done by a professional with insurance. Scott Andersen stated that Joan Baldwin asked if they could make sure that boats are not being winterized in the water. Especially the fogging because this creates a mess in the water and creates black rings on the boats.

Phil Farbaniec stated that he is concerned that they do not have the market for this from their current dock space renters. Jason Saris replied that when Buzz owned Norowal he stored all of the boats. Phil Farbaniec asked how they will determine what storage is worth to the general public and commercial operators. Scott Andersen stated that he has rented outdoor space for \$1.50/sq.ft. and no service is provided for winterization. He stated that most marinas that offer indoor storage are captive, meaning that if someone decides to store inside they must get the winterization service as well. Jason Saris stated that he has rented space from Chic's for \$2.50/sq.ft. outside. Phil Farbaniec asked if \$2/sq.ft. would be a good deal. Jason Saris replied yes, but they certainly could charge \$2.50 or more for indoor storage.

Phil Farbaniec asked what would be Norowal's responsibility. Jason Saris replied that if it is their customer leasing the space, they would just have to make contact with whoever winterizes the customer's boat and make arrangements for it to be done. Phil Farbaniec asked how many boats they could store in Mitzi's garage. Scott Andersen replied a maximum of 8 boats. Phil Farbaniec asked how many boats could be stored in the steel building. Jason Saris replied approximately 12 boats.

Joel Jacko stated that it would extremely important to establish a policy. Jason Saris agreed. Phil Farbaniec suggested that they just try it this year exclusively with their customers. Jason Saris replied that they could offer it to both current customers and commercial marinas. He suggested setting the pricing at \$2.50/sq.ft. for indoor and \$1.25/sq.ft. for outdoor space. Scott Andersen agreed and stated that any winterization occurring on the property will require proof of insurance. Jason Saris suggested that the managers begin calling marinas for interest soon. Scott Andersen agreed and stated that everyone is offered the same deal. Phil Farbaniec asked if they should have them commit to spaces. Jason Saris replied that all offered the winter storage should be told that it is on a first come first serve basis. He also suggested that they have a cut-off day with indoor storage in place by October 1<sup>st</sup> and outdoor storage contracted by October 1<sup>st</sup>. Scott Andersen stated that they will need paperwork on all boats and that all boats need year round insurance coverage. Jason Saris agreed. Phil Farbaniec asked if Scott Andersen had a contract that they could work from. Scott Andersen replied yes and he will have Counsel Muller review it. Phil

Farbaniec asked if commercial rental would require a contract for each boat they store. Scott Andersen replied no, they would just need one contract because the commercial renter will already have a contract for the individual boats.

Zandy Gabriels stated that they should check with their insurance company to be sure that they are comfortable with the policy coverage. Jason Saris stated that the insurance company is going to ask for a value of the boats and he suggests \$75,000/boat.

RESOLUTION:

Jason Saris moved, seconded by Scott Andersen to adopt 2008 policy for winter storage which would allow Norowal Marina to rent both indoor and outdoor space for Norowal Marina customers and commercial marinas at a rate of \$2.50 per square foot for indoor space and \$1.25 per square foot for outdoor space with cut-off dates to be determined by staff. All boats are to be measured from the tip of the trailer to the back of the boat. All storage will be handled by contract. All in Favor. Motion Carried.

*CMJ meeting-*

Phil Farbaniec reviewed the summary provided by CMJ (accountants). He stated that they are showing approximately \$130,000 profit which includes what has been paid on the debt which is approximately \$75,000. He stated that they have approximately \$50,000 discretionary income. He continued that they are in a good cash position with \$350,000-360,000 in cash. They can protect the 2008 and probably the 2009 income, but after that they will be paying taxes in. Jason Saris suggested that they consider some of their major capital improvements now before they are dealing with income tax. Phil Farbaniec agreed but stated that they have agreed to contract with the LA Group for a master plan for Norowal and will wait on additional projects until the plan has been completed.

*Subletting of dock space-*

Zandy Gabriels stated that he is concerned because he found a notice in Stewarts which indicated that someone was subletting a dock space at Norowal Marina. He stated that he thought the contract clearly stated that there was no subletting of space. Scott Andersen replied that it is in the contract approved by the Board and Counsel but thinks that the staff is not using the same contract. Phil Farbaniec and Joel Jacko stated that they would look into this further.

Executive Session: Jason Saris moved, seconded by Scott Andersen to enter into executive session at 6:05 p.m.

Executive Session closed and the meeting was adjourned at 6:30 p.m.

Next meeting: Wednesday, August 27, 2008 at 5:00 PM at Town Hall.

Minutes respectfully transcribed by  
Kristen MacEwan  
Recording Secretary