

Bolton LDC Meeting- April 22, 2009
State of New York
Warren County
Town of Bolton

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

Absent: Jason Saris

Phil Farbaniec called the meeting to order at 5:15 p.m.

Public in Attendance: Joan Baldwin and Linda Bennett

Treasurer's Report:

Correspondence:

- *Email from Dianne McGinn- re: reduction in rates? Distributed via email.*

Phil Farbaniec stated that they received an email from Diane McGinn. She has requested a reduction in their rate for the self-storage and launch. She claims that she has called Dunham's Bay and has received a much lower rate and has asked if they would consider lowering their current rate. Phil Farbaniec stated that he is not sure if the use of this service is low because their rate is too high or if it is due to the poor market. Either way he does feel that it has not been marketed enough. Scott Andersen agreed. He suggested that they advertise in the Post Star.

Art Baker suggested that could charge flat rate. Joan Baldwin stated that would not be a good idea because they are dealing with different size boats. Joel Jacko asked if the managers thought their current rate was fair. Joan Baldwin stated that she thought so at the time. Art Baker asked how many customers are using the self-storage and launch. Linda Bennett replied that they had 5 last year. Joan Baldwin stated that 3 out of the 5 have called and confirmed their spots for this season, but they have not received any money.

Joel Jacko asked if they should consider changing the rate or not offering this service. Scott Andersen stated that they should call around and find out what the going rate is for this type of service. He feels that there still is a market for this type of service. He stated that not many marinas in the area offer self-storage and launch. Kathy Simmes asked why they couldn't be lower since there are no other self-launches in the area. Scott Andersen replied that they are already less than most marina launches. Kathy Simmes stated that she feels that they still could lower the price.

Phil Farbaniec asked how much Bayview charges for their storage and launch. Scott Andersen replied that he thought it may be cheaper but he is very limited in what he can do there given the area and the size of the operation.

Scott Andersen stated that if the economy has played a role in the low use of this service, then he feels that they should lower their rates. Phil Farbaniec stated that he would like Joan Baldwin and Linda Bennett to call around to find out the going rate. He stated that they will then need to work quickly to make a decision and get everyone on board so that they can advertise. Scott Andersen agreed.

Zandy Gabriels stated that they have to take Dunham's Bay rate in stride considering that their location is not the best. He stated that Dunham's Bay has to deal with going under a bridge and they cannot accommodate just any boat. He stated that Dunham's cannot have a boat over 22' which is probably why they do not charge as much. Linda Bennett stated that she is not sure if Castaway Marina has much self-launch. Scott Andersen agreed.

The Board decided that the each self-storage and launch customer will be entitled to a storage spot for a trailer and car and they will have unlimited launching during hours of operation. Phil Farbaniec appointed Joel Jacko and Scott Andersen to decide on a price for the service.

New Business:

- Pro Forma NMI 2009 Budget- needs revision/analysis

Phil Farbaniec stated that they received a Pro Forma Budget for NMI from CMJ (Accountants), which shows projected budget for the upcoming years. He stated that if they continue to consistently pull in the same income they could potentially run into trouble. He feels that they will need to raise their rates next year especially since they chose not to raise them this year. Joel Jacko agreed and stated that they have to be realistic and be prepared to add some additional income.

Art Baker asked if the State could make up for some of the difference in the repairs that they have and will continue to do for Norowal. Zandy Gabriels replied that the State will not reimburse them or pay a portion of the cost without going through an application process. He continued that these available funds are not usually used for general maintenance and repairs but rather for capital projects which are usually planned out. Joel Jacko stated that they cannot wait around for someone to help them get things done. He feels that they need to be financially responsible and raise their income levels to where they are comfortable.

Art Baker asked if Norowal was being operated efficiently based on line by line evaluation. Joel Jacko replied yes, but they need to look at the bigger picture 15 years down the road. Phil Farbaniec stated that there are not a lot of places where they can reduce costs. Joel Jacko agreed and stated that the maintenance of the property is crucial especially since it is very much in the public eye. He feels that they will need to be providing something else within the next 1-2 years. Art Baker asked if there was anywhere they could save money. Linda Bennett replied that they could try to rotate the release of workers to help payroll. Joel Jacko suggested that they could look at refinancing in year 9 or 10 and maybe they should give that some more serious thought. Art Baker asked what the current rate of the loan was. Joel Jacko replied 5.5% and that was the best they could do for now. Phil Farbaniec stated that they need to market the self-launch or new customers.

Old Business:

- *DEC to assume Office area and Part area per CE per correspondence*

Phil Farbaniec stated that he, Kathy Simmes and Joel Jacko met with Gary West, and tried to convince him to utilize the house for their office space, but he insisted on using Don's old office space.

Linda Bennett stated that DEC has already started working on the area, they have gutted the area and started taking measurements. She stated that they want to add a door in the cinderblock wall and asked if they have any say over what they can and cannot do in that space. Scott Andersen stated that before they do any change to that cinderblock wall they better make sure that it is not load bearing. Scott Andersen suggested that they ask DEC to use the regular door and build an L-shaped wall to create the entryway. He also stated that he would like one of DEC's engineers to certify that the wall is not a load bearing wall.

Kathy Simmes stated that she is concerned that they are selling fishing licenses. She stated that she called both Gary West and Les Eggleton to discuss this matter. She feels that it is not fair to sell them because it could affect Ann's Bait Shop business. Joan Baldwin stated that Ann was concerned about that. Joel Jacko asked how they can stop the State from selling fishing licenses. Zandy Gabriels stated that they should tell them no.

RESOLUTION:

Kathy Simmes moved, seconded by Zandy Gabriels to submit a letter to NYS DEC stating that in keeping with the Conservation Easement the State cannot sell fishing licenses on the premises because it will be in competition with Ann's Bait Shop. **All in Favor. Motion Carried.**

- *DEC trash from Island campers- being deposited in NMI receptacles, action?*

Scott Andersen stated that Les Eggleton was willing to talk about garbage pick up and bins for the campers. He stated that he would give him a call again.

- DEC- memo- launching takes precedent over DEC operation

Zandy Gabriels stated that the managers and staff will need to communicate with the State. He stated that they will need to deal with the State's customers and be sure to keep the flow moving. He stated that if they have any problems with this new operation that they should tell the BLDC so that they can converse with the State. Scott Andersen agreed and added that the State knows that they cannot slow down the process. Joel Jacko agreed. Art Baker stated that it is their hope that more than one person will be handling getting the things they need while they are waiting to launch. Joel Jacko stated that he thinks there will only be one person working in the DEC office. Joan Baldwin stated that the State indicated that it may be more than one if it is warranted.

- *Commercial Boat Haulers- Insurance Indemnification*

Kathy Simmes stated that she has received a call from a hauler who asked why they would need additional coverage if they have coverage on their truck. Scott Andersen stated that he called Marshall and Sterling about this issue. Marshall and Sterling suggest getting insurance from any regular launchers. They defined regular haulers as 2-3 times/week. He stated that these people are a business for hire and most businesses are required to have this type of insurance. Kathy

Simmes stated that she feels that this could hurt the little guys. She stated that Paul Jordan has indicated that he can launch for free at Bayview. Scott Andersen stated that most marinas require this of all of their launchers. He stated that most already have this type of insurance and it wouldn't be difficult to obtain a copy of. Linda Bennett stated that she is also worried about some of the smaller business guys with this type of requirement.

There was some discussion as to what should be on the insurance and what they should be looking for in the way of coverage. Scott Andersen stated that he would call Dan Rounds at Sterling and Marshall for more information. Art Baker suggested that Dan Rounds assist them with this. Scott Andersen agreed and suggested that maybe he could even sign off on policies that are okay. He stated that he would try to get Dan Rounds to come to a meeting for further discussion on this matter.

Scott Andersen stated that they need to have insurance for those individuals who provide repairs on site at the dock. They will need to find out more information about the insurance for hauling. Zandy Gabriels stated that he is concerned with the smaller businesses doing repairs or launching because he feels that Norowal would be responsible because these smaller businesses may not have the money. Scott Andersen stated that he understood but they need to protect themselves. Joel Jacko asked if other marinas require this type of insurance. Scott Andersen replied that he is not sure if Bayview does but others like Dunham's Bay and Hall's do require it. He stated that Dan Rounds could give them some better guidance on this issue. He stated that he would make the meeting after hours so that the managers could attend.

- *Hours of Operation- Spring Season*

Kathy Simmes stated that she has already received complaints. Phil Farbaniec stated that they have to solve the issue of getting people on and off the lake before and after operating hours. Scott Andersen stated that they have discussed having someone come in early during the fishing season. He stated that Les Eggleton suggested that 6:30am was more than adequate. Phil Farbaniec stated that this will help with early launcher abuse. Scott Andersen stated that he does not feel that the abuse takes place in the morning but rather after hours during the pre- and post season.

Joan Baldwin stated that they have been trying to hire someone for the parking lot attendant and feels that they will have a hard time filling this position as well. Art Baker asked if any of the current staff hours be juggled to accommodate the new time frame. Joan Baldwin stated that she was not sure how that would work. Scott Andersen stated that they should advertise for the position. He stated that they may have to pay a little more but people will do it. Linda Bennett asked if the State has made this an issue. Scott Andersen replied not but they could. He asked if Melvin could cover the extra hour and half paid overtime or a different rate. Linda Bennett asked how he would charge for the launch and would he need to operate the cash register or credit card machine. Scott Andersen replied that they could provide him with a small bank and not allow any credit card use at that time. Zandy Gabriels stated that they need to decide this ASAP because they will be opening soon. Scott Andersen stated that they could return to normal schedule when the fishing dies down. Kathy Simmes asked if the managers have received any complaints from any of the fishermen. Linda Bennett replied no but they didn't start with the

chain until October. She stated that there was more of an issue with the afternoon launches.

Kathy Simmes asked if this is causing them to lose more business. Scott Andersen stated that they need to determine whether or not it is justifiable to increase the hours. Joel Jacko suggested that they ask Melvin to accept this additional responsibility. Scott Andersen agreed. Joan Baldwin stated that Melvin will be there to unlock the chain, make sure they park correctly and collect money if necessary.

- *NYS DOT letter regarding sidewalks and purchase of property along 9N entrance.*

Scott Andersen stated that Counsel Muller needed more details. He stated that Herb Koster has been assisting him in providing that to Counsel. They are looking at the size and location of where the sign will go. He stated that Counsel Muller does not seem to think this will be a problem with the State.

- *Electrical System on docks-* Mike Fitzgerald to do some preliminary work.

Phil Farbaniec stated that they spent \$18,000-20,000 a few years ago and they are still having problems. Linda Bennett stated that she is not even sure where the problems are coming from. Scott Andersen stated that he and Zandy Gabriels met with Mike Fitzgerald who will be providing some recommendations. Linda Bennett stated that Jay McBain previously fixed the electrical and he feels that the issue is due to the old electrical system. The electric on the docks were never meant to be used to run the boats of today. She stated that Buck Bryant suggested that they meter they docks to see what is being used by who.

Phil Farbaniec stated that whatever they do decide they will need to be sure that it is safe. They may eventually allow for a dock power upgrade but they will need to charge more for these spots.

- *Great Upstate Boat Show-*

Joel Jacko questioned whether or not the boat show was worth the money being spent. He stated that it costs approximately \$2,000 for the entire show and he is not sure what they are seeing out of it. Joan Baldwin stated that the participants are all supportive of Norowal Marina and the BLDC and they were able to advertise their open slip.

Joan Baldwin stated that she received their bill for the brochure set-up and feels that they need to question it because it is very expensive. Scott Andersen and Art Baker agreed. Joel Jacko stated that he feels their best advertising would be online. Scott Andersen stated that they have time to decide about participating next year. Phil Farbaniec stated that they should review this issue before making a decision.

Kathy Simmes stated that she feels that they should hire someone for a good website. Scott Andersen agreed and suggested that they hire it out. Joel Jacko asked if Lori LaGoy was capable of adding more to their current website. Art Baker suggested that they add some pictures. Scott Andersen agreed and suggested that they look to linking with fishing websites.

Adjourn

Returned to Regular Session and adjourned at 7:28pm

Next meeting: Wednesday, May 27, 2009 at 5:00 PM at Town Hall.

Minutes respectfully transcribed by
Kristen MacEwan
Recording Secretary