



California Yacht Brokers Association

Board of Director's Meeting

First Meeting called to order: 10:07 January 11, 2025, at Galati Yacht Sales Long Beach

BoD in attendance: Mark P. White (Pres), Dean West, Nick Friedman, Jim Murrell, Chuck Ullman, Peter Zaleski, Ty Mellott- Executive Director.

Guests in attendance: Mik (Michael) Maguire, Chris Herman, Jeff Merrill of JMYC, Shelly Shay

Election Results: Mark White suggested we need active members. Elected members:

Mark White, Peter Zaleski, Nick Friedman, Wayne Goldman, Jim Murrell, Dean West, Charles Ullman, Mik Maguire, Chris Herman.

Nick Motion to accept election results. Peter 2nd. Motion carries.

Executive Committee- Jeff Merrill discussion of president. Ty summarized procedures. Nick Nominated Mark White for President. Peter 2nd. Vote. Motion passes.

1st V.P. Dean West. Nick Motion, Chris 2nd. Vote. Motion passes

2nd V.P. Mark suggested as needed in the past. Open discussion on need for 2nd VP. Nick and Peter suggested good for president track, Jeff is it in by-laws? Dean noted years in past with no 2nd VP. Mik motioned for no 2nd VP. 2nd. Vote. Motion passed.

Treasurer. Mik Maguire Nominated by Nick. Motion for Mik as Treasurer by Nick, 2nd Dean. Vote. Motion passed.

Secretary. Jim is willing to continue. Chuck as back up. Pete Motion. Chris 2nd. Vote. Motion passed.

Mark Motion to Adjourn, Nick 2nd. Motion passed 10:25 at Galati Yacht Sales.

Second Meeting. Called to order 10:28

BoD in attendance: Mark P. White (Pres), Dean West, Nick Friedman, Jim Murrell, Chuck Ullman, Peter Zaleski, Michael (Mik) Maguire, Chris Herman, Ty Mellott- Executive Director.

Guests in attendance: Jeff Merrill of JMYC, Lelani Wales, Shelly Shay

Approval of December Minutes: Motion Nick, Pete 2nd. Approved.

Treasurer Report: Report submitted. Reviewed Balance sheet. Mik need to see reports further in advance. Best practice to send out ahead. Discussion of format for future meetings.

Executive Director Correspondence: See report. Meetings will now assume directors have read all reports in advance.

President's Report: See Report. Lawsuit discussion.

Membership Report: See report. 455 current. Mark goal of 600. The graph in report very helpful.

Sponsorship – See report. Jeff gave thanks to directors for the work in renewing sponsors. It is our biggest source of income. Say hello to all at the Annual dinner and ask for articles for newsletter. CYBA has purchased gift cards to be given out at dinner on behalf of each sponsor who will be recognized at dinner. \$55,000 in sponsorship.

Forms Report: See report. All forms now 2025.

Boat Shows: see report. Mik commented we need marketing support for the Northern California show.

Website/Newsletter report – See report. Current letter coming out. Next, it follows the annual dinner. Call sponsors for content.

Legislative – See Report. CBC May 27-28. Mik discussed MRA newsletter. Dean pitch for legislative committee support. Outreach to organization. Things in Sacramento can happen overnight. RBOC is a partner. Boaters Cards will become mandatory for all this year. What can CYBA do to promote and facilitate?

By Laws and Ethics – Revisit by Laws review and rewrite this year.

Arbitration- Where are we at with finding a replacement for Dennis. Mark and Chris to reach out to Dennis.

Annual Events- Legal Seminar in Northern California to be managed by Rex Lee. So Cal October 9th. Concerns and discussion on dated content. Need new reason to attend. Possible Diesel Mechanic.

Annual Dinner – Leilani had great committee. Sponsors at dinner to be thanked.

Old Business: Exec director performance review to be completed by Mark White. Job description needed. Charity Partners discussion. Identify a partner in 2025. Need to advertise events. Jeff brought up issue with DBW and out of state Trust accounts. Issue with out of state broker handling monies. DBW has a big discussion. DBW is getting ahead of itself. Co-op agreement is a gateway to identify duties. Small committee to go to Sacramento and start

discussions. Square away at low level. Dean, Jeff, Denis Moran, and Chris Wenthur possible committee members. Discussion of audit records.

New Business: Pitch membership to forms committee. Need more sponsors. Mark stated to call anytime with issues.

Meeting adjourned 1:06