



# CALIFORNIA YACHT BROKERS ASSOCIATION

## Board of Directors Meeting - Minutes

Wednesday May 6, 2015

Location: NMMA West office, Orange, CA

- CALL TO ORDER:** 11:09 am by Jeff Merrill, President
- Directors present:** Tom Trainor, Mik Maguire, JR Means, Dean West, Dennis Moran, Nick Friedman, (absent) Bob Merritt, Jim Johnson, Don Abbott
- RECOGNIZE GUEST(S):** Anita Mays
- APPROVE MINUTES:** Motion: JR Means, 2<sup>nd</sup>: Tom Trainor, Approved
- FINANCIAL REPORT:** Reviewed 'Balance Sheet', P & L. Motion to Approve: Nick Friedman, 2<sup>nd</sup>: JR Means, Approved
- CORRESPONDENCE:** None
- COMMITTEE REPORTS:**
1. **MEMBERSHIP**
    - a. Update on apps.. Tom Giovanti, Kirby Long, Sherry Cameron, J. McCormack, Rosivaldo Rocha \_ Motion to Approve: Dean West, 2<sup>nd</sup>: JR Means, Approved
    - b. Recruiting – Leilani Trueblood, Greg Tawastjerna, Steve Rock... Push mote on “affiliate’ members, give JR help from BoD
    - c. Membership renewal – delinquent members reviewed  
New Membership Chair? J.R. swamped
  2. **FORMS – Nick Friedman, Chair –**
    - a. Phase 2 forms module progress report- YATCO to be ready by legal seminar?
    - b. Asking for the Broker/Salesman Agreements...waiting.
    - c. Announcement at the legal seminar regarding salespersons as members.
    - d. Electronic signatures- Docusign (no), EchoSign (maybe)
  3. **BOAT SHOWS – Dean West, Chair.**
    - a. CYBA booth will be great for San Diego show
    - b. Don Abbott ‘on site’ for SD event.
    - c. Signs are available to brokers for SD show.
  4. **WEBSITE/MEDIA/PUBLICITY**
    - a. NEWSLETTER – Jim Johnson, chair. Legends column considered a good idea. A story on Dean’s trip to Washington, the legal seminar from Anita and JR regarding membership were suggested.
    - b. CYBA WEBSITE - Mik Maguire, Chair. New photos for the ‘home page’ (no credit), legal seminar flyer added, June meeting location added and review font used in title on ‘home page’.

## **5. LEGAL**

- a. LEGISLATIVE** — Tom Trainor, Chair March 18<sup>th</sup> meeting in Sacramento and DBW meeting with Jeff on 19<sup>th</sup>.
  - What are the ‘talking points’ from DBW for the legal seminar?
  - Kevin Ketchum (speaker)
  - Reviewing Lifejacket Bill, watching the LA Port Bill
- b. BY-LAWS/ETHICS** – Dean West, Chair. No changes
- c. ARBITRATION** – Dennis Moran – One arbitration just completed, one pending.
- d. PLS COMMITTEE** – Tom Trainor, Nick Friedman. No report
- e. NOMINATING COMMITTEE** – Jeff Merrill, Dennis Moran

## **6. ANNUAL EVENTS**

- a. Legal Seminar** –Anita Mays, Chair. Discussion of speakers. Agenda was provided and discussed.
- b. Annual Dinner** – Saturday, January – No date yet.

## **7. TRADE ASSOCIATION RELATIONSHIPS**

- b. CPYB** – Nick Friedman – CPYB test funds sent. Looking for Beneteau group class.
- c. OTHER YACHT BROKER ASSOCIATIONS** – FYBA, NYBA, YBAA liaisons. Dean meeting with them on cruising (YBAA)
- d. YBAL** – Jeff had a conference call with 6 group members.
- e. MLS PROVIDERS** – Yachtworld- Nick Friedman, Yatco – Dean West. A discussion about the PLS ‘opt out’ feature on YW

## **8. OTHER TOPICS TO DISCUSS**

- a. FSBO** – PassageMaker article. A discussion about funds for CPYB and YBAA. How can CYBA benefit?
- b. ABC Conference** May, 2015 Washington, DC – Dean West gave a report on the list of participants at this conference.
- c. CA to adopt NY and FL type sales tax cap?** Not campaigning now.
- d. Sponsorship** – J.R.
- e. Linked In** – Don Abbott says the other account has been pulled down.
- f. Facebook** – Anita Mays. Not yet.
- g. CYBA address** – NV vs. CA? Discuss with Don
- h. Insurance Seminar** to discuss liabilities in transactions?

## **9. NEW BUSINESS:**

- a. Blue Blazers** for Legal Seminar for BoD.

**ADJOURNED: 2:16 pm**

**NEXT BOARD MEETING: June 8<sup>th</sup> – 6:00 pm Fiddler’s Green dinner and meeting in San Diego  
June 9<sup>th</sup> – 8:30 am Legal seminar Southwestern YC**