

CALIFORNIA YACHT BROKERS ASSOCIATION
BOARD MINUTES, JANUARY 7, 2015
Bahia Corinthian Yacht Club, Newport Beach

Call to Order: Jeff Merrill (2015 President) @ 1:20 pm

In Attendance: Don Abbott (Exec Dir.), Mik Maguire, Dean West, Jim Johnson, Nick Friedman, Jeff Merrill, JR Means, Dennis Moran. **Absent:** Tom Trainor, Bob Merritt

Guests: Guy Newmark, Lon Bubeck

Membership report: (Merrill), Online applications are up. Salesperson Applications for Lorne O'Sullivan, Lawrence Gagnier Jr. and Mark E. Salter. Application (Master) for Anthony Valente.

Affiliate: (Means), New Annual Banner Ad renewals does not include 'exclusivity'. **MOTION** to Remove Exclusivity, 10 positions MAX, Applicable to 'Forms Log In Page': (Means, 2nd (Friedman), passed.

Forms: (Friedman, March completion for YATCO forms. 'Admin only' delete feature added (salespeople can delete their own input). Salespeople cannot see the 'offered' amount of transaction.

Boat Shows: (West), San Diego Boat Show getting lots of inquiries. SF Boat Show needs more brokerage. Nereus Dastur is working well as the LA Show/CYBA liaison. NMMA 'boat handling courses' are a big part of the shows. Booth and materials for SF will be shipped to Passage Yachts (Maguire). Copy the instructions (West). Abbott to order 500 CYBA hanging plaques for the shows.

Website/Media/Publicity: (Johnson), Regional reporter's input for the newsletter. Deadline Feb. 15. (need by the 5th).

CYBA Website: (Maguire), Add (to left on home page) the Board of Director and Chairpersons. Add the latest Annual Report.

Legal: Legislative: (Trainor), no updates. **By-Laws:** (West), Dean will continue. **Arbitration:** (Moran), One pending case. **PLS Committee:** (Trainor / Friedman), Yacht World to make appropriate changes to listings. **Nominating Committee:** Board is to look to appointing a committee.

Contracts: (Moran), Russell, Esq. to look at the Final Delivery "responsibility" portion of the purchase contract.

Annual Events: Annual Dinner, 57 guests to date, BoD instructed to reach out to all members (and guests) to attend. Guy Newmark has agreed to look into a 2016 'destination' dinner locale. The Legal Seminar needs to be prominent (June 11th) on the website and the BoD will ask Anita Mays about possibly chairing.

Trade Associations: NMMA (Moran), The BoD clarified promotional placement for the Annual Dinner. NMMA is our 'Platinum Partner'. YATCO, Duncan McIntosh Co., Yachtworld, Sterling Acceptance and California Recreation are event sponsors. Table wine provided by Twin Rivers Insurance.

CYYB: (Bubeck), Lon presented the recent meeting notes (Friedman also attending) and stated that CPYB needed funding for the upgrading of the broker's/salesperson's test materials. CYBA contribution requested to be \$1000. In a scheduled 'email' vote by the BoD, it was agreed to contribute to this request, (abstain from West).

NWYB: Jim Johnson is to be the CYBA liaison to this group.

Motion: To adjourn by Moran, 2nd by Johnson, passed at 3:41pm
Next Meeting: March 4, 2015, 9 am, video conference.