



INLET WATCH
YACHT CLUB

Inlet Watch Yacht Club Annual Meeting Official Notice

January 20, 2024

10:00 A.M.

Via online virtual/Zoom meeting

We invite you to attend and participate in our annual meeting for the 2024 calendar year. In this notice you will find the following items:

- A newsletter from our President, Bob Bracco
- An agenda for the upcoming meeting
- A brief description of the candidates running for the Board of Directors
- The proposed 2024 Operating Budget
- A Profit & Loss Statement for 2022 & 2023
- The 2024 Slip Rental Rates
- A proxy/ballot for those unable to attend the meeting

For those of you who will be unable to attend the online meeting, we kindly ask for you to mail your completed proxy/ballot in the included self-addressed, stamped envelope. As additional options, your proxy/ballot may also be faxed to (910) 392-7564, emailed to troy@inletwatch.com or an electronic version can be provided upon your request. All proxies/ballots must be received by January 19, 2024. This is to ensure that the mandatory quorum for the annual meeting will be met and also will assist in expediting the process of counting each completed proxy/ballot. Any member desiring to virtually attend and participate online must make sure their membership dues and taxes are paid in full. For your convenience, a list of member balances is available at the IWYC office at (910) 392-7106. Also, in an effort to save on expenses, please be sure to retain this original notice for reference during the annual meeting.

As a final reminder, IWYC will be closed on December 24th, 25th and the 26th in observation of Christmas. In observation of New Year's we will be closed December 31st, January 1st and the 2nd. Anyone in dry storage who desires to use their boat during these days must make arrangements in the SpeedyDock app or with the IWYC office by no later than Saturday, December 23rd at 4:00 p.m. for the Christmas holiday and Saturday, December 30th at 4:00 p.m. for the New Year's holiday. We will leave each member's boat in the water or the work racks, as space permits, for their requested days and then return them to their slips upon our return for regular business hours.

We look forward to seeing everyone in the virtual/Zoom meeting in January and would also like to take this opportunity to wish everyone a Merry Christmas and Happy New Year!

Inlet Watch Yacht Club, Inc.
2024 Annual Meeting Agenda
January 20, 2024

- Call to order / Certification of proxies
- Proof of notice of meeting
- Introductions
- Approval of 2023 Annual Meeting minutes
- Reports
 - 5-Yr. Planned Priority Budgeting
- Approval of 2024 Operating Budget
- Election of Directors
- Unfinished Business
- New Business
- Adjournment of Annual Meeting



Dear Inlet Watch Members:

Once again, we find ourselves in the final days of yet another year for Inlet Watch Yacht. However, using those words alone doesn't tell the entire story. To be honest, 2023 was an amazing year for Inlet Watch! This year, we set an all-time high on receipts in slip rental revenue and an all-time record on the highest-valued slip ever sold at our marina. As a matter of fact, multiple slip sizes in both dry storage and our wet slips had the honor of boasting the highest-valued sales in the history of Inlet Watch. Did we welcome new members? We absolutely did. We hosted one of the Cape Fear Region's most popular fishing tournaments in the Carolina Beach Inshore Challenge and even got to see a home-grown, junior angler break into the upper ranks of the most seasoned, experienced fishermen. Oh, and don't forget to add 2023 to the plaque of the most popular, #1 ranked marina in the Cape Fear Region. It all happened here: Inlet Watch Yacht Club!

As many of our members have been following our communications over the last few weeks, we're in the midst of capital project season and one of our most important is getting ready to kick off once again: dredging. And, speaking of dredging, this subject has been quite the journey as of late. The consequence of not being able to access the immediately adjacent spoil island to deposit our dredged material has caused us to buckle-down on our priorities and as a result, reschedule multiple capital projects. This has been due to the onerous cost of transporting our dredged material to the next available spoil island approximately 8 miles away. Based on recent conversations with State environmental representatives, it is expected that in late 2024, the adjacent spoil island will reopen and bring with it far more favorable dredging costs. While we are confidently optimistic and are even lending our expertise in helping to work the dilemma alongside those State representatives, we must continue our efforts to renew and rejuvenate Inlet Watch Yacht Club. As such, we plan for 2024 to be a busy year as we will be exerting efforts to catch up on some of those capital projects that have been delayed.

In response to the capital projects that we have planned, as well as the continuation of our dredging project through next year, our board of directors have increased the 2024 membership dues by \$20/month for each slip. To assist in off-setting this cost, our 2024 published slip rental rates have been increased on a scaled basis, with at least matching the increase on membership dues. Once again, we are devoted to the renewal and rejuvenation of our award-winning marina for the benefit of our members.

As the virtual meeting platform was so widely accepted for our recent annual meetings, our board of directors has decided to conduct our upcoming annual meeting in the same manner over the internet via an application such as "Zoom." This decision has been reinforced due to the expansion of services being offered by YachtSource with the opening of their impressive canvas and upholstery department in the Showroom area. The IWYC virtual meeting will take place on January 20, 2024 at 10 a.m. Further instructions and information about the planned virtual meeting will be made available to our membership as we near its scheduled date. We look forward to discussing each of the items mentioned above and more at our upcoming annual meeting.

Some of the topics that will be discussed at our upcoming annual meeting are:

- A financial review of IWYC income and expense
- A detail of the upcoming capital projects scheduled in 2024
- Updated information concerning dredging within the marina
- Continued review of IWYC's long-range, 5-year project plan

Thank you to all of our members, board of directors and staff for their continued striving to make Inlet Watch such a success! Have a safe and wonderful holiday season everyone!

Sincerely,

Bob Bracco, President and Troy Moore, General Manager,
Inlet Watch Yacht Club, Inc.

Candidates for the Board of Directors

*(*Denotes current members of the Board running for re-election.)*

Chuck Miller*

I have served on the Board of Directors for Inlet Watch Yacht Club for the past twenty-one years; two of those years as President of the Board. With your support, I am seeking re-election to the Board for another term. I believe the Board has accomplished a great deal in the past twenty-one years and I would consider it an honor to continue to serve by lending my experience and efforts in helping the Club maintain its ongoing forward progress. Our success is directly related to the participation and support of our membership.

I have been in the construction business for 52 years and have served as the local and state President for the NC Homebuilders Association. Currently, I am President of Port City Builders, Inc., a commercial construction company here in Wilmington since 1968. Along with my wife Gail, a Marine Biologist, and our son Colby, I enjoy fishing and spending as much time on the water as possible. I have been affiliated with Inlet Watch since its beginning and am very proud of the advancement it has taken in becoming one of the very finest marinas in the area.

Brent Wright, MD*

I would like to be considered for re-election to the Inlet Watch Yacht Club board. I served on the board from 2012 through 2023. I have lived in Wilmington since 1983 and been an owner at Inlet Watch Yacht Club since its formation. I currently own 29 slips.

I am a retired physician. I worked at the New Hanover Regional Medical Center/Coastal Area Health Education Center until my retirement in 2012. During my service there, I was a program director managing over 50 employees with an operating budget over \$10 million. In 2009 I completed a Master's level finance education as a certified financial planner. Additionally, I am a licensed, North Carolina Real Estate Broker. I ask your consideration and your vote for my re-election to the Inlet Watch Yacht Club board. Thank you.

INLET WATCH YACHT CLUB, INC.
2024 Operating Budget
 January through December 2024

	Jan - Dec 24
Ordinary Income/Expense	
Income	
Membership Dues	1,174,200.00
Capital Contribution	35,000.00
Credit Card Fee Collection	15,656.00
Interest Income	1,955.00
Rental Commissions	204,515.00
Rental Income	
Yacht Source Rental Income	92,724.00
ScarecrowBoat, LLC	13,879.00
Clubhouse	2,000.00
IWYC-Owned Slips	184,581.00
Total Rental Income	293,184.00
Slip Sales Commissions	76,770.00
Total Income	1,801,280.00
Gross Profit	1,801,280.00
Expense	
Membership Meeting	2,047.00
Credit Card Processing Fee	15,656.00
Boat Operation & Maint	200.00
Dues and Fees	9,632.00
Employee Training & Expense	1,526.00
Forklift	
2022 Toyota Forklift Lease	64,304.00
Forklift Fuel	36,331.00
Forklift Maint.	
Wiggins (2010)	28,646.00
Wiggins (2016)	40,065.00
ToyotaLift (2022)	23,492.00
Total Forklift Maint.	92,203.00
Total Forklift	192,838.00
Grounds Maint	56,653.00
Insurance	335,931.00
Legal & Professional	41,397.00
Licenses and Permits	1,055.00
Payroll Expenses	508,349.00
Payroll Taxes	48,293.00
Postage and Delivery	1,022.00
Printing and Reproduction	1,797.00
Slip Rental Commission	57,264.00
Slip Sales Commission	30,708.00
Supplies	5,309.00
Swimming Pool Maint	10,638.00
Taxes	3,621.00
Telephone, Website and WiFi	6,388.00
Trash Removal	6,736.00
Truck Operation & Maint	955.00
Uniforms	2,460.00
Uninsured Boat Repair	5,000.00
Utilities	
Sewage/Water	807.00
Gas and Electric	20,879.00
	20,879.00

INLET WATCH YACHT CLUB, INC.
2024 Operating Budget
 January through December 2024

	Jan - Dec 24
Total Utilities	21,686.00
Total Expense	1,367,161.00
Net Ordinary Income	434,119.00
Other Income/Expense	
Other Expense	
Planned Priority Expense	
Bulkhead Maintenance	
Entrance Channel Bulkhead	115,942.00
Side Basin Bulkhead Repair	60,000.00
Travel Lift Bulkhead Repair	11,350.00
Total Bulkhead Maintenance	187,292.00
Clubhouse Renovation	18,700.00
Dredging	133,727.00
Dry Storage Maintenance	25,000.00
Dry Storage Paving Repairs	18,480.00
Side Basin Ramp Replacement	18,500.00
Utility Meter Enclosure Repairs	8,250.00
Water System Backflow Preventer	1,160.00
Wet Slip Dock Maintenance	23,010.00
Total Planned Priority Expense	434,119.00
Total Other Expense	434,119.00
Net Other Income	-434,119.00
Net Income	0.00

INLET WATCH YACHT CLUB, INC.
Profit & Loss Budget vs. Actual
 January through December 2023

	<u>Jan - Dec 23</u>	<u>Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense			
Income			
2023 Special Assessment	5,636.00		
2021 Special Assessment	1,761.00		
2020 Special Assessment	1,303.00		
Inlet Watch Apparel Sales	2,537.75		
Membership License Sales	8,000.00		
Membership Dues	1,003,713.46	1,066,200.00	94.1%
Capital Contribution	2,100.00	2,100.00	100.0%
Credit Card Fee Collection	6,910.80	13,471.00	51.3%
Interest Income	1,651.19	682.00	242.1%
Rental Commissions	192,007.94	193,238.00	99.4%
Rental Income	280,303.56	281,415.00	99.6%
Slip Sales Commissions	77,210.00	70,350.00	109.8%
Total Income	<u>1,583,134.70</u>	<u>1,627,456.00</u>	<u>97.3%</u>
Gross Profit	1,583,134.70	1,627,456.00	97.3%
Expense			
Inlet Watch Apparel	4,192.40		
Membership Meeting	959.54	2,125.00	45.2%
Credit Card Processing Fee	13,613.03	13,471.00	101.1%
Boat Operation & Maint	0.00	200.00	0.0%
Dues and Fees	12,133.42	9,927.00	122.2%
Employee Training & Expense	1,908.16	1,031.00	185.1%
Forklift	293,870.15	192,838.00	152.4%
Grounds Maint	80,216.17	56,653.00	141.6%
Insurance	329,604.09	299,210.00	110.2%
Legal & Professional	40,379.94	41,640.00	97.0%
Licenses and Permits	556.99	1,150.00	48.4%
Miscellaneous	0.00		
Payroll Expenses	464,213.66	538,284.00	86.2%
Payroll Taxes	44,243.64	55,880.00	79.2%
Postage and Delivery	664.77	1,129.00	58.9%
Printing and Reproduction	80.75	1,830.00	4.4%
Slip Rental Commission	55,135.31	54,107.00	101.9%
Slip Sales Commission	27,940.00	28,140.00	99.3%
Supplies	4,454.26	4,721.00	94.3%
Swimming Pool Maint	10,663.00	9,924.00	107.4%
Taxes	1,857.90	13,496.00	13.8%
Telephone, Website and WiFi	6,980.67	7,421.00	94.1%
Trash Removal	6,092.96	8,228.00	74.1%
Truck Operation & Maint	3,132.71	823.00	380.6%
Uniforms	2,285.71	2,460.00	92.9%
Uninsured Boat Repair	19,837.75	5,000.00	396.8%
Utilities	19,641.84	23,399.00	83.9%
Total Expense	<u>1,444,658.82</u>	<u>1,373,087.00</u>	<u>105.2%</u>
Net Ordinary Income	138,475.88	254,369.00	54.4%
Other Income/Expense			
Other Income			
2023 Property Tax Reimbursement	37,878.24		
2022 Property Tax Reimbursement	27,139.75		
2021 Property Tax Reimbursement	1,964.50		
2020 Property Tax Reimbursement	1,509.50		

INLET WATCH YACHT CLUB, INC.
Profit & Loss Budget vs. Actual
 January through December 2023

	<u>Jan - Dec 23</u>	<u>Budget</u>	<u>% of Budget</u>
2019 Property Tax Reimbursement	96.00		
Credit Card Fee Reimbursement	230.50		
Other Income	540.40		
Total Other Income	69,358.89		
Other Expense			
Square Bank Fee	10.75		
Planned Priority Expense	115,982.18	254,369.00	45.6%
Other Expense	3,771.66		
Total Other Expense	119,764.59	254,369.00	47.1%
Net Other Income	-50,405.70	-254,369.00	19.8%
Net Income	<u>88,070.18</u>	<u>0.00</u>	<u>100.0%</u>

INLET WATCH YACHT CLUB, INC.
Profit & Loss Budget vs. Actual
 January through December 2022

	<u>Jan - Dec 22</u>	<u>Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense			
Income			
2021 Special Assessment	34,709.00		
2020 Special Assessment	2,650.00		
Inlet Watch Apparel Sales	2,267.00		
Membership License Sales	94,000.00		
Membership Dues	925,640.29	934,212.00	99.1%
Capital Contribution	3,600.00	2,250.00	160.0%
Credit Card Fee Collection	10,466.17	10,419.00	100.5%
Interest Income	1,349.91	1,231.00	109.7%
Rental Commissions	189,701.13	172,679.00	109.9%
Rental Income	282,756.85	259,128.00	109.1%
Slip Sales Commissions	111,444.00	79,110.00	140.9%
Total Income	<u>1,658,584.35</u>	<u>1,459,029.00</u>	<u>113.7%</u>
Cost of Goods Sold			
Inventory Adjustment	-207.05		
Purchases - Apparel	2,790.36		
Total COGS	<u>2,583.31</u>		
Gross Profit	<u>1,656,001.04</u>	<u>1,459,029.00</u>	<u>113.5%</u>
Expense			
Depreciation expense	34,992.35		
Dredging	128,250.00		
Membership Meeting	1,033.27	1,185.00	87.2%
Credit Card Processing Fee	15,547.68	10,419.00	149.2%
Boat Operation & Maint	0.00	200.00	0.0%
Dues and Fees	5,160.50	3,342.00	154.4%
Employee Training & Expense	4,390.02	1,676.00	261.9%
Forklift	213,966.58	173,427.00	123.4%
Grounds Maint	68,597.69	56,637.00	121.1%
Insurance	237,025.14	244,491.00	96.9%
Interest Expense	0.00	8,185.00	0.0%
Legal & Professional	37,575.27	33,340.00	112.7%
Licenses and Permits	868.60	1,325.00	65.6%
Miscellaneous	0.00		
Payroll Expenses	436,653.34	478,930.00	91.2%
Payroll Taxes	42,152.71	44,061.00	95.7%
Postage and Delivery	1,301.73	986.00	132.0%
Printing and Reproduction	1,882.00	1,739.00	108.2%
Slip Rental Commission	48,760.96	46,152.00	105.7%
Slip Sales Commission	43,856.00	31,644.00	138.6%
Supplies	7,684.44	5,587.00	137.5%
Swimming Pool Maint	11,178.02	10,238.00	109.2%
Taxes	13,796.65	12,993.00	106.2%
Telephone, Website and WiFi	6,169.24	6,114.00	100.9%
Trash Removal	7,163.83	6,077.00	117.9%
Truck Operation & Maint	1,499.16	1,289.00	116.3%
Uniforms	1,948.26	2,900.00	67.2%
Uninsured Boat Repair	27,632.75	5,000.00	552.7%
Utilities	24,267.44	19,522.00	124.3%
Total Expense	<u>1,423,353.63</u>	<u>1,207,459.00</u>	<u>117.9%</u>

INLET WATCH YACHT CLUB, INC.
Profit & Loss Budget vs. Actual
 January through December 2022

	<u>Jan - Dec 22</u>	<u>Budget</u>	<u>% of Budget</u>
Net Ordinary Income	232,647.41	251,570.00	92.5%
Other Income/Expense			
Other Income			
2022 Property Tax Reimbursement	-27,920.97		
2021 Property Tax Reimbursement	15,897.91		
2020 Property Tax Reimbursement	1,917.30		
2019 Property Tax Reimbursement	831.00		
Insurance Proceeds - Isais	58,132.00		
Other Income	2,140.50		
Total Other Income	50,997.74		
Other Expense			
Hurricane Ian Expense	29,645.96		
Square Bank Fee	12.59		
Hurricane Florence Expense	0.00		
Planned Priority Expense	236,696.28	250,070.00	94.7%
Other Expense	2,747.02		
Total Other Expense	269,101.85	250,070.00	107.6%
Net Other Income	-218,104.11	-250,070.00	87.2%
Net Income	<u><u>14,543.30</u></u>	<u><u>1,500.00</u></u>	<u><u>969.6%</u></u>



INLET WATCH
YACHT CLUB

2024 Slip Rental Rates

Dry Slips

Annual Rate

20' – Boats 20' LOA & under (<i>no fixed top</i>)	\$ 4,490.00
22' – Boats 22' LOA & under (<i>no fixed top</i>)	\$ 4,890.00

Fixed Top Accessible

20' – Boats 20' LOA & under	\$ 4,690.00
22' – Boats 22' LOA & under	\$ 5,040.00
25' – Boats 25' LOA & under	\$ 5,540.00
30' – Boats 30' LOA & under	\$ 6,590.00
32' – Boats 32' LOA & under	\$ 7,140.00

Wet Slips

Annual Rate

25' – Boats 25' LOA & under	\$ 5,730.00
35' – Boats 35' LOA & under	\$ 7,300.00
45' – Boats 45' LOA & under	\$ 7,880.00

Amenities

- On-site Service & Canvas Department
- Bottom painting services
- Swimming pool
- Men's/Women's heated bathhouses
- Tennis court
- Picnic area with grill
- Private beach access
- Hurricane haul-outs
- Direct ocean access
- Clubhouse
- Mechanics welcomed w/ regulations
- Work racks with available power
- WiFi availability
- Lighted fish cleaning stations
- Closed-circuit video camera system
- Comprehensive boat detailing

*Awarded “#1 Largest Marina of Wilmington” 2009 – 2023 and
ShorePicks “Best Marina” 2016 – 2017 & 2019 – 2023*

Inlet Watch Yacht Club

Proxy/Ballot

2024 Annual Meeting

The undersigned hereby appoints the Board of Directors of Inlet Watch Yacht Club, Inc., or _____ as proxy for the undersigned. This also authorizes his/her proxy to represent the undersigned and to vote on behalf of the undersigned as of January 20, 2024 and all adjournment thereof, as well as on all matters as may properly come before the meeting.

Name (Print): _____

Date: _____

Number of undivided interest(s) owned: _____

Signed: _____

Email: _____

(please provide your email address for future membership newsletters and correspondence)

Indicate your preference for mailed or emailed notices/invoices: _____ mailed _____ emailed

Two positions are available for election/re-election on the Board of Directors. A brief biography has been included of each candidate listed below in the Annual Meeting Notice. (**Denotes current members of the Board running for re-election.*)

Please choose two (2) candidates

_____ Chuck Miller*

_____ Brent Wright, MD*

Please vote for the operating budget of 2024

_____ Yes, I approve

_____ No, I disapprove

Number of people in your party planning to attend the Annual Meeting: _____

Please submit your proxy to the Inlet Watch Yacht Club office by January 19, 2024