

Marin Rod & Gun Club

PO BOX 150900, SAN RAFAEL, CALIFORNIA 94915-0900

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www.marinrodandgunclub.com



MARCH 2008

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PRESIDENT'S MESSAGE

By Todd Meyer

Measure, Adjust, Act An outline for moving forward

Financial statements are vital to good management. As I've reported in past months, last year we restructured our financials to better reflect club activities, to help understand where we stand in each area of club activity, and to isolate where we are performing well or not. To be sure, this restructuring effort is NOT simplistic in the least; how we account for the myriad of income and expenditure items requires input and interaction with a much larger group of club members and adds significant effort to the office, bookkeeping and treasurers tasks. However, the result is well worth the effort and the insight provided by good financials help pave the way for good decisions based on valid and meaningful results.

Financials statements can also be tricky. At the risk of being overly simplistic one could describe the two key financial instruments the club use as follows: The Balance Sheet provides a picture of net worth, while the Profit and Loss Statement (P&L) shows how well ongoing operations are doing. Respectively for 2007 they reflect: our net worth was unchanged and our operations made \$32,000. Sounds good - end of story - all's well that ends well - WRONG.

Is there more to the picture? What pertinent subtleties need to be understood? Are there different financial measures that provide important perspective? In the clubs case this year the answer is yes to all three. Two significant items are not easily caught within the Balance Sheet or P&L alone, namely the \$70,000 in Bingo profit that must be restricted for charitable donation, and the \$30,000 invested in new Boat Launch Pilings which we paid for by converting Cash (a Current Asset) to Building/Property (a Fixed Asset) on the Balance Sheet, effectively trading assets that, in turn, do not change the bottom line. Thus, a total of \$100,000 is either not applicable to club profitability or was spent, but does not reflect in the bottom line of either of these two accounting measures.

The financial measure these two items affect is Cash Flow, and when you subtract them from the \$32,000 we made from operations (P&L) we get the much more sobering reality that, from a cash flow perspective, we lost (\$68,000) last year. The good news is we invested \$89,000 in club repair and maintenance, which accounts for where most of the money was spent. We needed to make these investments in our building, grounds and operations and we need to continue planning for maintenance and improvements to remain a vital and viable organization. Given our initial operations and spending needs appear very similar to last year, the question becomes, how do we overcome this \$68,000 cash shortage in 2008?

The answer is straightforward; we can either spend less or make more. In regard to spending, our operational overhead is nominal, we do not

employ any full time staff and we benefit from a tremendous amount of volunteer support. Built in 1955 the main club house is over 50 years old, and as you all know when structures reach this age they require maintenance, as do asphalt parking lots, sewage systems, kitchens, trees in the lot and planking on the pier, etc. We cannot avoid taking care of what we have and this cost is not going to be insignificant, so we better look at how we generate more revenue.

Basically the club makes money in five primary ways: Membership, Club Events, Bar, Bingo and Rentals. I have omitted the administrative income from environmental grants we host, as I do not believe it pertinent to rely on government funding for the club's vitality. That said, our habitat restoration efforts have provided tens of thousands in income to the club since starting just four years ago with the potential for even greater contributions in the future. So, how can the "Big 5" make up our cash shortage?

Following please find a perspective of how we might make up the difference.

As you can see, even with the \$26,000 increase from modifying our bingo operations and \$20,000 from improved bar operations we still fall short of what we need. Hence, why using our grounds for rental's is such viable option. So, let's talk about club rental.

"*Highest and Best Use*" is a real estate term defined as, "Use which results in the most efficient and/or profitable utilization". The top consideration I've heard from club members in regard to rentals is minimizing club downtime for members. As such, focusing on rentals that bring in greater income (best use) for the amount of time rented only makes good sense, not to mention brings in necessary revenue. For instance, would it be better to rent the hall out for \$400 for a small party or \$5,000 for a small concert? All thing being equal, the answer is obvious. Let's be honest, the big difference between the two is that getting a small party for \$400 is much easier than coordinating a concert event. To bridge this gap we need to look outside the club to partner with the proper professionals who know their business and can take the lead in generating these much needed funds. In doing so we do not attempt to unnecessarily overload our club volunteers, nor expect them to learn new areas that simply are outside their scope of knowledge.

Fortunately, there is a wealth of such professionals right here in our own community. Bingo is a perfect example of how the club will actually prosper better by leveraging these talents, and club rentals are a great example too. Please advise the board if you have recommendations for concert or event promoters and wedding planners. I am encouraging the board to immediately begin investigating these partnering options as a necessary step in assuring our club's viability both today and in the future.

PIER REPORT

By Christopher Badouin

Well my friends, it is unfortunate the damage Mother Nature caused on our splendid pier but the good news is the fine men rebuilding that lady are doing a knock out job! My hats off to you gentlemen (and women if appropriate). And for those of you itching to do some fishing, a short section of the pier has been re-opened. Please be sure to not go beyond the yellow tape!

It's a funny thing how time flies by. You hear people say it, but you never quite believe it. I have fished the pier for nearly 30 years, first a young boy and then as a man. I have raised Maddison on her for eleven of those years and even spread my Grandfather's ashes from her. I guess seeing that pier in her current state, with boards missing and broken, reminded me how easy we can take things for granted. With that being said let me touch on another one...."Stop and Smell the Roses". Next time you're at the Club slow down and look at the beauty, memories and legacy our fine Club holds for you and for all of us.

Other Areas

In other areas, the conditions have been poor with heavy wind for anyone to enjoy the currently good Sturgeon fishing. There have been some Stripers with hopes of picking up as the Herring move around the Bay.

Good Fishing

Gun Notes From Here & There

By Fielding Greaves

CRIME REPORT: Despite claims of anti-gun prevaricating politicians and mendacious media, the US homicide rate in 2006 was the lowest since 1966. Now the FBI reports that most crimes continued downward in the first half of 2007, and despite the skyrocketing Oakland and San Francisco murder count, nationwide the number of big city homicides has dropped a further 6.5 percent, again bringing the rate down slightly.

MAJOR TV ANTI-GUN BIAS. NRA cited Media Research centers CMI report its 7-month study of major TV anti-gun bias. In the first 7 months of 2007, the Big Three networks, ABC, CBS & NBC, carried 650 stories on gun homicides, but only two (2) that criminologists have concluded that firearms are used far more often to prevent than to commit crimes. Thus their news reports stack the deck against your gun rights by a staggering 325-to-1 margin. GUNS MAGAZINE reports that the most commonly used police handgun caliber today is the venerable .45ACP.

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MARCH 2008

GENERAL MEMBERSHIP MEETING-7pm

*Third Friday of the Month
All Members & Guests Welcome*

BOARD OF DIRECTORS MEETING-7pm

*First Tuesday of the Month
All members welcome*

!!!BINGO!!!

7:00 p.m.

*Every Thursday night
Sweet rolls, coffee & tea served at your seat*

!!!BINGO!!!

BREAKFAST BY THE BAY

8 am to 12 noon

\$8.00 - Adults, \$3.00 - 16 & under

MARCH 16

Easter Chops, Bacon, Eggs
Potatoes, Toast, Pancakes
Orange Juice, Coffee

Club bar open for refreshments

Louis Huerto-Rojo & Bill George, Co-chairs

Next Breakfast - APRIL 20

SUPERBOWL THANKS

The SUPERBOWL party on February 3 was a great success. We served over 80 meals and lots of appetizers. Those of you who missed this may wish to reconsider next year. Special thanks to the following: Peggy Rivette, Tom Teixeira, Bill George, Walt Cuthbertson, Todd Meyer, Pat Damos, Franklin Amster, Marti & Bob Camiccia and our bartenders Lenny Gaskell and Russ Damos. This club thrives on volunteers such as these folks.

Ron and Dianne Rodrigues.

NEW MEMBERS

Michael Hughes, Catherine Medeiros

Daniel Orłowski, Gary Scales

Mark Smolak, Steve Whittman

IN MEMORIAM

**Our condolences to the families of
Members who have passed away:**

Albert Robinson

ST. PATRICK'S

DINNER-DANCE

SATURDAY,

March 15

Tickets - \$25

Cocktails - 6 p.m.

Dinner - 7 p.m.

**Corned Beef & Cabbage
and all the fix'ns!**

Dessert

**Entertainment, Irish Music,
Dancing & Frivolity**

(note date change to Saturday because of
scheduling conflict)

MOTHER'S DAY

BRUNCH

May 11

SYMPATHY

If you know of any club members who are sick or have passed away, please notify Robyne Gue. She will make certain that a card is sent to the person or the family, expressing our feelings on behalf of the MRGC. Email: hevrobyne@yahoo.com or phone (415) 298-9191.

Raffle Donations

Do you have any nice new **Raffle Basket** items that you are not going to use? If so, why not donate them to the club for use in the basket raffles at our various events. We could also use new and good condition large and extra large baskets. Bring them to the club office, attn: Laura Lentini. Thanks.

Planning a Party or Get-together?

Consider having it at the club. Our Hall, Patio and Picnic areas are available for rentals. You can't find a better view anywhere!!! See our website, www.marinrodandgunclub.com for rental information. Or contact Dianne Rodrigues, Rental Chair, (415) 884-9428, rodrigues.kubancik@sbcglobal.net.

MEMBERSHIP DUES MUST BE PAID BEFORE APRIL 1

ANNUAL DUES NOTICE - CLIP & SEND

Marin Rod and Gun Club

PO Box 150900, San Rafael, CA 94915-0900

Name _____

Address _____

Member # _____

Birthdate if qualifying senior _____

E-mail address _____

\$75.00 - Dues, Regular Member

\$37.50 - 65 or Over w/10 Years Membership

\$10.00 - Dependant Card, Renewal

\$25.00 - Dependant Card, New/Replacement

\$25.00 - Member card Replacement

\$_____ - Additional Voluntary Contribution

\$_____ **TOTAL Enclosed**

Members who joined October, November or December 2007 are paid through December 31 of 2008. NOTE: IF DUES NOT PAID BY APRIL 1, you will be declared delinquent and can only be reinstated by the Board of Directors. Reinstatement process must be completed by Dec. 31, 2008. Each member understands that he/she is responsible for any losses he/she may cause or may suffer while using Marin Rod and Gun Club facilities. As a member of this Club, the person warrants that he/she currently possesses adequate liability insurance to cover any loss that may be attributable to him/her and for any losses suffered by him/her. In addition, the member understands that the Club is not responsible for any errors or omissions of any other member of the Club.

DO NOT DESTROY YOUR CURRENT CARD

Member's Signature _____

(REQUIRED FOR RENEWAL)

Date _____

DEADLINE w/o PENALTY - before April 1st

CLUB COMMITTEES

Standing: Master Planning - Dianne Rodrigues
Membership - Tom Yasuda

Service: Audio Visual - Billy Sheehan

Bar - Russ Damos Bingo - Todd Meyer

Boat Launch - Paul Tarzia

By-Laws - Don Gregory

Club Events - Lana Ghilarducci

Front Entrance - Bill O'Connell

Grounds Maintenance - Rich Nave, Jr.

Grounds Improvement - Denis Hansen

Habitat Restoration - Dr. Bud Abbott

Historical - Pat Damos House - Rich Nave, Jr.

Insurance - Lillian Bracken

Kitchen - Bill George

Member Resolution - Jack Cooper

Personnel - John Ahern Pier - Roy Jackson

Publicity - Don Sharp

Rental - Dianne Rodrigues

Scholarship - Don Gregory

Technology - Stephan Avanzian

St. Patrick's Party!!!

“On Paddy's Day – Everyone has a bit of the Irish in ‘em!!!”

Join us for a real “Irish Celli night!

Saturday, March 15th – Cocktails (Guinness Stout!!) 6pm

Dinner at 7pm

Enjoy authentic recipes from O’Pietrosilli’s
and the Dunne’s country kitchen hearth in Timolin, Co.
Kildare, Ireland!!!!

Traditional - Corned Beef and Cabbage, Dessert and all the
fix’ns!

Hearty and Delicious!!!

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Fun Irish Music

Dancing and Frivolity!!!!

Tickets at the bar!

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