



Bow 'n' Stern

THE SHEBOYGAN YACHT CLUB

43°45'00"N 87°41'50"W



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House Manager - Sean Pieters
 Chef - Benjamin Sommerfeldt
 Service Coordinator - Paige Bohman
 Office Manager - Kori Novicki

214 Pennsylvania Avenue
 Sheboygan, WI. 53081-4636
 920-458-6601
syc@sheboyganyachtclub.com



Visit us on Facebook: @sheboyganyachtclub



Commodore's Comments

October is a month of change. The trees change from their summer green to beautiful hues of red, orange, and yellow. The Yacht Club basin gets quieter and quieter as the boats leave their slips for the last time and head to their winter homes. Shorts, t-shirts, and flip flops are replaced with sweaters, jeans, and boots.

October also hosts our annual meeting of The Club and change of watch ceremony. It is my honor and privilege to serve the members as the new commodore of the Sheboygan Yacht Club. At a time of year where giving thanks takes on more meaning, I would like to thank Sean, chef Benjamin, and the rest of the staff for the Change of Watch dinner. I would again like to thank past commodore Tom Atkins for his leadership and guidance last year through the second wave of the pandemic. I would also like to thank our outgoing officers and board members for the time and energy you dedicated to the club. Finally, I would like to welcome our new officers and board members. I look forward to working with you in the coming year and continuing to move The Club down a successful path.

Looking forward, as The Club is operating more and more "back to normal." We have several holiday parties scheduled, our Tom and Jerry party is being planned, and lots of events are on the calendar. Like many of the local businesses, we need staff. To help Sean and his staff be as efficient as possible, please take a look at the club calendar, watch for the emails from Sean, and make

reservations when possible. Please also take advantage of the member section on the website, where you can find answers to many of your questions regarding what's happening, your statement, a member directory, etc. before calling down to talk with someone. Finally, be on the lookout for information from the new committee chairs on upcoming events they will need help with. I specifically know, our annual pier winterization party as well as decorating for the holidays are coming soon.

I am looking forward to a great year and seeing everyone at The Club.

Fair winds,

Commodore Jason



Our History

In the old days of Sheboygan, sailing and boating were more than a sport ---- they were a way of life. In the last century, Sheboygan was a bustling maritime city. On calm days, the great white sails of the lake's schooners clustered in its harbor while busy hands loaded and unloaded lumber, tanbark, furniture, beer, cedar posts and bricks.

At the first flush of dawn, fishermen in their tiny sailboats put out of the harbor and returned in the evening with their rich catch. A substantial number of young Sheboygan men deserted the plow and the store counter to follow the commerce of the Great Lakes to Chicago, Charlevoix, Green Bay, Detroit or Buffalo. Up the Sheboygan River, busy shipyards turned out new hulls for thriving lakes trade. Below is a view looking west up the Sheboygan River during the late 1800's



SYC Club Hours

Club Closed Mondays

LUNCH

Wed-Friday 11:30 to 1:30
Sat & Sun 12-4 Bar Menu

DINING AND CARRY-OUT
Tues-Wed-Thur-Sat 4:00 to 8:00
Fridays 4:00 - 9:00

BAR

Tues & Sat 4:00 to close
Sat & Sun 12-close
Wed, Thu, Fri 11:00 to close

Dates to Remember

Nov 11	Membership Meeting (7:15 PM)
Nov 28	Christmas Decorating (12-3)
Dec 4	Tom & Jerry Party (6:00 PM)
Dec 9	Membership Meeting (7:15 PM)
Dec 19	Santa Brunch (10-2)

About the Cover

Tony Orbeleke takes a group out on SEAS NorthStar for a sunset cruise on September 8th. Opposite: Three Winds (Michael and Dione Knop) and Girl Crush (Denise and Ken Cornell) enjoying a Wednesday sail.

No record or news item can be found of sailing as a sport until 1895 when Ivar Lohman's skiff 'Fayaway' and Lincoln Conley's 'Flyer' raced. The 'Fayaway' (left) won the race, which proved to be quite a battle between the two boats.



The Derrick Yard

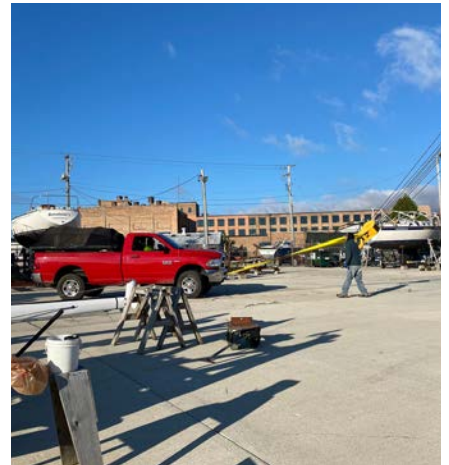
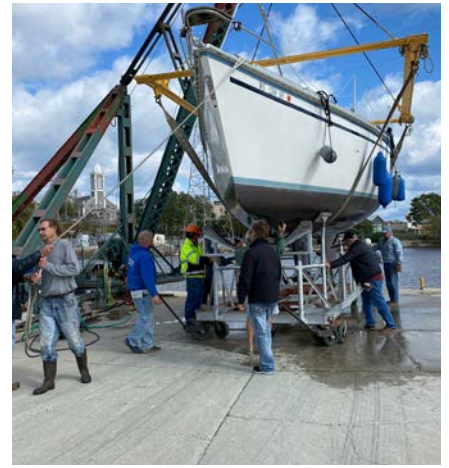
The Derrick Yard has been bustling with activity over the last several weeks, with un-stepping masts and hoisting boats out of the water and into their cradles for winter storage.

Sabrina Jean, the daughter of Peter G and Candace Pitts provided these pictures taken by her during the afternoon of Saturday, October 16th. She relayed how grateful they were to have all their help as this was their first time storing their Hunter Legend 37 "Hang Loose" at the yard.

Three boats were scheduled to be pulled that Saturday, including Anders Larson's and Jason Berdyck's boats. A special thanks goes to Cory Vertz, Michael Olien and Kevin Werner throughout the process. Sabrina relayed how impressed she was with observing the long-time experience and professionalism exhibited by all the members that helped secure their boat for the winter. The entire process went without any major incident.

Many other members were also on hand to help out through the morning and early afternoon. Nick Biendarra even used his F-350 pickup truck to help unbind the crane cables early in the day.

The truth behind ours being a "Working Club" was reinforced over the weekend as the day progressed, and all scheduled boats were safely stored away for the long winter to come.



Piano Music on Select Fridays

The Halls are Alive, With The Sound of Music on select Friday nights as Marie Larson continues playing the club piano. November 19 and December 17th will be the last two Fridays of the year. The December date will be all Christmas music. Grab a cocktail and enjoy some dinner with your friends and family and enjoy those melodious tunes. She also will pound out Lynryd Skynyrd's Free Bird, but requests that you dim the lights and have a lighter you can swing over your head during her rendition.

TRIVIA NIGHT

Thursday Trivia Night has been a huge success thanks to the leadership of Paul and Diane Lambert. Fortunately for them, and not as fortunate for the rest of the club, they are heading south for the winter months to enjoy their snowbird status. So trivia will be put on hold until their return, unless other club members are willing to take on the responsibilities of the competition. If you are interested, please contact Paul and Diane (pdlambert@charter.net) for more information about what is needed to continue with trivia night at the club.



The East Race Mark, better known as E, has been recently observed wandering around the grounds of the club reacquainting itself with its home after being lost for over 5 years and stuck on someone's private property in Pleasant Prairie, WI. Here E poses with the editor's Great Dane while out for an afternoon walk in mid October. For the full story on E's adventures and recovery, please refer to the article in the July 2021 edition of the Bow 'n' Stern.



The Bow 'n' Stern Newsletter was recently spotted in the hands of members Jeff and Christy Jacobs while they were staying at The Moon Palace in Cancun Mexico. Unofficial reports provided to the news staff suggested that many of the local hotel staff were seen reading it and asking when a Spanish language version would be available. If you are planning a trip abroad or even to Waldo, WI and want a chance to have your photo published, please pack a copy of the newsletter and send all pictures to editor@sheboyganyachtclub.com. This is your big chance to have your photo in an international publication! Truly a very big deal!



New Service Coordinator

The club recently lost a familiar face as Melissa Butters decided to move on to another place of employment. She was a wonderful asset to the club and her daily presence will be missed. However, we are pleased to announce that Ms. Paige Bohman has been promoted to the position of Service Coordinator and her first day was on October 19th.

Paige is another familiar face and has been employed at the Sheboygan Yacht Club since September of 2014 as a busser, hostess, server and banquet captain. She has even assisted in the galley helping Chef Benjamin with prep and during the COVID shutdown, she was instrumental in helping the business pivot to carry-out service. She has excelled in her attention to detail, customer service and willingness to help her fellow employees and members to get the job done!

In her new role, she will be working directly with our service staff on training, scheduling and fine tuning our steps of service. She will assist with event planning and banquets. We are looking forward to her continued growth. Paige is truly an asset to the SYC and we are pleased she chose to accept the position and help the SYC grow into the future.

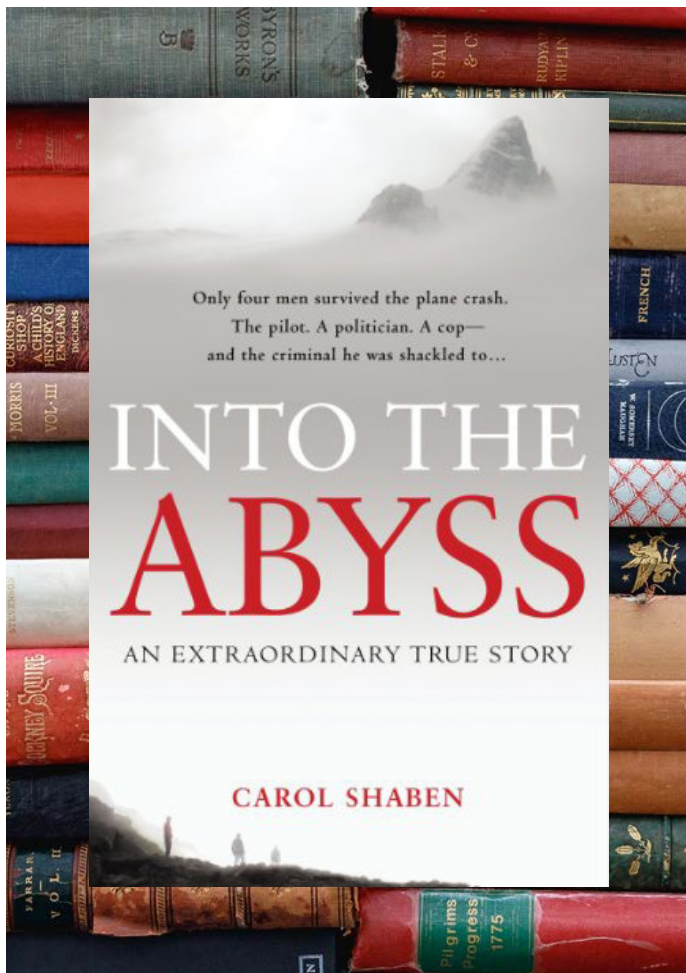
Please take a moment to congratulate Paige.



Sea Scouts

We started our winter boat building program on Saturday October 16th. With two canoes to finish from last spring, we began by machining the inside and outside gunnels out of long pieces of wood we already had. We have some additional wood pieces to cut before we can epoxy all of the wood pieces to the gunnels of the boats. We will continue to meet at the SEAS workshop Saturday afternoons from 1 to 4pm and Thursday evenings from 6 to 8pm until the canoes are finished.

Mark Matthias
Ship 50



2021 SYC Book Club Meetings and Selections

- The November meeting of the SYC Book Club will be held on Thursday, November 18, at 6:00 p.m. Selection: Into the Abyss, by Carole Shaben (bio/true adventure).

For more information contact Sharon Matthias (msmatthias@charter.net)



New Member Applicants



Caitlin Brotz - Associate
Sponsors: Steve Mech & Robert Melzer



Walter Grauer - Apprentice
Sponsors: Jennifer Spicer & Larry Hanson



Barb Kleine - Associate
Sponsors: Chris Aldag & Ditmar Wohlgenmuth



Gary & Kay Fick - Associates
Sponsors: Christine Stenklyft & Ric Larson



Beth Bouck - Associate
Sponsors: Jason Diener & Zoe Rohde

New Member Vote: (ALL APPROVED)

Dr. Paul and Barbara Gruber
Associate.
Sponsors: Zoe Rohde and Jake Gerend

Art and Nancy Imig
Associate.
Sponsors: Zoe Rohde and Jake Gerend

Jeff and Gladys Weiss
Apprentice
Sponsors: Ken Cornell and Cory Vertz

Change of Status: (ALL APPROVED)

Ronald Becker - Active to Active Life Emeritus 75/30

James Heling - Associate to Associate Life.

Jerome Hoepfner Active to Leave of Absence

James Wind Active to Resignation.

Apprentice to Active: NONE
Death: Randy Brotz
Guest Card: NONE

October 2021 Membership Report

Current Membership Numbers						Total	379
Active	135	Apprentice	25	Associate	83	Non-Resident	2
Active Life	27	Flag	26	Associate Life	1	Guest Cards	0
Active Life Emeritus 75/30	48	Active Life Emeritus 65/20	32	Honorary	6	Trial Membership	0



The Change of Guard Dinner

The Change of Guard Dinner was held on Thursday, October 14th at 7:00 PM. The dinner was preceded by a short membership meeting with only a few agenda items that were hastily discussed and voted on as the membership was clearly more interested in the food and festivities! Below are just a few of the captured moments from the evening before, during and after the dinner. Special thanks to Najmus Liang for stealing the editor's camera and taking several of the following pictures. None of the caption sources were independently verified and they may not be completely accurate.



Commodore Jason Diener - a special thanks to his wife Jennifer for helping him with his tie. Impeccable!



PC Michael Tock, Greg Farrell, PC Michael Larson and Mark Mickelson clearly surpassed their drinking quota before dinner even began.



PC Peter Reichelsdorfer and Jeanne Wilson



Past Commodores Bob Kuehlmann and Dale Huenink with Sandy Kuehlmann



PC Bob and Sandy Kuehlman with Najmus Liang



Jennifer Spicer with parents Patricia and Larry Hanson. Jennifer was notably on her best behavior....



PC Michael Tock and Karen Tock



Hans Graf, Kevin Werner, Rear Commodore Chuck Butler and Julie Butler



Dave Bronson quickly sends out a last minute Tik Tok video of himself to his impressive fanbase before dinner.



Vice Commodore Brad Gruneberg and his Commodore, Holly Komp



Jerry Slavens, recognizing that he's obviously in need of a more appropriate shirt for the evening, hurriedly pulls out his readers to check the prices on the club's apparel clearance rack.



Natalie Ashburn was issued a final warning by House Manager Sean Pieters for once again being too rowdy and cussing at a formal club event.





Just before dinner and realizing at the last minute he needed to give an acceptance speech, Commodore-elect Jason Diener discusses with David Bronson what exactly he's supposed to say...



Kelly Schmidt, when asked, "Who's going to be the next Rear Commodore in 2022?"



The members always knew where to find the Past Commodores. The dessert table of course! Here are Dale Huenink, Michael Larson and Mark Wessel back for seconds...



Another beautiful presentation by Sean Pieters, Chef Benjamin Sommerfeldt, Melissa Butters and Staff!



We will miss Melissa Butters, who is leaving for another job! Thanks to her for all she has done for our club!



Commodore Jason Diener and PC Tom Atkins rudely photo-bombed by David Bronson as PC Mark Wessel holds up the number of desserts he had with dinner on his left hand.





The outstanding staff is thanked for their fantastic service!



Our club would not be what it is, if it wasn't for our excellent staff!



Tom Atkins speaking before dinner. His leadership was superb!



The official moment when the club welcomed our new Commodore, Jason Diener.



Rear Commodore, Chuck Butler, gives his acceptance speech



Vice Commodore, Brad Gruneberg, reporting for duty.



Our newly elected leaders from left to right: PC Thomas Atkins, Patricia Hanson, Jeanette Wierzbach, Candace Pitts, Commodore Jason Diener, Vice-Commodore Hans Graf, Rear Commodore Chuck Butler and Tom Phillip



The Past Commodores of the Sheboygan Yacht Club (left to right): Michael Rasch, Peter Mayer, Eric 'Ric' Larson, Mark Wessel, Thomas Atkins, Peter Reichelsdorfer, Robert Kuehlmann, Michael Knop, Richard Travis, Charlene Travis, Dale Huenink, Michael Tock, Michael Larson and Mark Mathias.

Pumpkin Carving Party



The club-hosted pumpkin carving party was a great success, with over 30 participants arriving on Thursday, October 28th and creating their masterpieces. All the children had a great time picking out their favorite pumpkin and carving fun faces and designs. After the carving party, they enjoyed the children's buffet for dinner and had special treats for dessert. Thanks to the Entertainment Committee members and staff for making a memorable evening for young and old. Photos courtesy of Kelly Schmidt.





Sheboygan Yacht Club
Tom & Jerry Party
Saturday, December 4, 2021

You're invited to the Tom & Jerry Party
The Annual Sheboygan Yacht Club Holiday Party
for Members and spouse/significant other/date
\$40 per person plus tax and gratuity

includes

- * Universally Famous Tom & Jerry cocktails
from 6:00 - 7:00pm.**
- * Grand Hors D'oeuvres and Dessert Buffet
will be served at 7:00 pm**

Come and enjoy this annual tradition!

Reservations Required: **Cut Off for reservations is
Tuesday, November 30, 2021**

**Make Your Reservations on www.sheboyganyachtclub.com or Call
SYC with Reservations at (920)458-6601 or
email to sean@sheboyganyachtclub.com**

Holiday Attire

- 4:00 pm Bar Opens**
- 6:00 pm Tom & Jerrys are served**
- 6:00 pm Entertainment by Alex Simmons until 9:00 pm**
- 7:00 pm Grand Hors D'oeuvres and Dessert Buffet**



Sunday Santa Brunch



Sunday, December 19, 2021

10:00 am – 2:00 pm

Adults : \$26.95 Kids: (5 – 12) \$ 9.95

Children 4 & Under Eat Free

Enjoy Chef Benjamins Brunch selections including made to order omelets, honey glazed pit ham with pineapple rum chutney, cinnamon French toast with spiced nuts and creamy salted caramel sauce, seasonal vegetable, sausage, bacon, breakfast potatoes, cheese and sausage display, fresh fruit, breakfast pastries, dessert display and more.

Bloody Marys, Mimosas and seasonal drink specials available.

▲ Knee Knocker Buffet for Children:

Scrambled Eggs, Bacon, Sausage, Pancakes, Syrup, Fruit, Cereal, Donuts and more.

Cookie Decorating for Kids

▲ **Santa** will be appearing from 11:30am to 12:30 pm ▲

RESERVATIONS REQUESTED

Call: (920) 458-6601

Email: sean@sheboyganclub.com

**** The SYC will not be open for Dinner following Brunch ****



November 2021



October '21							December '21						
S	M	T	W	T	F	S	S	M	T	W	T	F	S
					1	2							
3	4	5	6	7	8	9	5	6	7	8	9	10	11
10	11	12	13	14	15	16	12	13	14	15	16	17	18
17	18	19	20	21	22	23	19	20	21	22	23	24	25
24	25	26	27	28	29	30	26	27	28	29	30	31	
31													

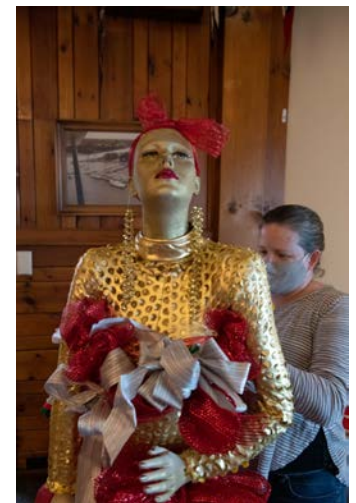
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
31 Bar: 11:00 am Packer Game: 12:00 pm Potluck - Bring Snacks and Food to Share	1 Club Closed	2 Taco Tuesday Bar: 4 p - close Dinner: 4p - 8p	3 Bar: 11a - close Lunch: 11:30a - 1:30p Dinner: 4p - 8p	4 Bar: 11a - close Lunch: 11:30a - 1:30p Dinner: 4p - 8p	5 Bar: 11a - close Lunch: 11:30a - 1:30p Dinner: 4p - 9p	6 Bar: 4pm - Close Dinner: 4pm - 8pm
7 Bar: 2:00 pm Packer Game: 3:25 pm Potluck - Bring Snacks and Food to Share	8 Club Closed	9 Taco Tuesday Bar: 4 p - close Dinner: 4p - 8p ** Board Meeting **	10 Bar: 11a - close Lunch: 11:30a - 1:30p Dinner: 4p - 8p	11 Bar: 11a - close Lunch: 11:30a - 1:30p Club Membership Meeting No Dinner Service	12 Bar: 11a - close Lunch: 11:30a - 1:30p Dinner: 4p - 9p	13 Bar: 4pm - Close Dinner: 4pm - 8pm
14 Bar: 2:00 pm Packer Game: 3:25 pm Potluck - Bring Snacks and Food to Share	15 Club Closed	16 Taco Tuesday Bar: 4 p - close Dinner: 4p - 8p	17 Bar: 11a - close Lunch: 11:30a - 1:30p Dinner: 4p - 8p	18 Bar: 11a - close Lunch: 11:30a - 1:30p Dinner: 4p - 8p	19 Bar: 11a - close Lunch: 11:30a - 1:30p Dinner: 4p - 9p	20 Bar: 4pm - Close Dinner: 4pm - 8pm
21 Bar: 11:00 am Packer Game: 12:00 pm Potluck - Bring Snacks and Food to Share	22 Club Closed	23 Taco Tuesday Bar: 4 p - close Dinner: 4p - 8p	24 Bar: 11a - close Lunch: 11:30a - 1:30p Dinner: 4p - 8p	25 Thanksgiving Club Closed	26 Bar: 3pm No Lunch Dinner: 4p - 9p	27 Bar: 4pm - Close Dinner: 4pm - 8pm
28 Decorate Club for Christmas 12pm - 3pm BAR Open - Packer Game 3:25 pm - Potluck	29 Club Closed	30 Taco Tuesday Bar: 4 p - close Dinner: 4p - 8p	1 Bar: 11a - close Lunch: 11:30a - 1:30p Dinner: 4p - 8p	2 Bar: 11a - close Lunch: 11:30a - 1:30p Dinner: 4p - 8p	3 Bar: 11a - close Lunch: 11:30a - 1:30p Dinner: 4p - 9p	4 Annual Tom & Jerry Party Bar Open: 4pm 6:00 pm Party Begins 7:00 pm Hors D'oeuvres Buffet Begins
5	6					

Christmas Decorating

Christmas Decorating at the club has been rescheduled to Sunday, November 28th starting at 12:00 PM and ending right before the Packer game. This is an excellent opportunity for old and new members alike to get



in on all the activities involved during the club's transformation for the upcoming holiday season. It is a GREAT opportunity for Apprentice members to earn volunteer hours! Pictures here depict the transformation of our



gorgeous club mannequin into her holiday attire last year. We can only hope to have her elegant presence back again as the membership enjoys their fellowship around the bar this season. After decorating, this year's added bonus will be that you can sit back, have a cold beer or mixed drink at the bar, and admire your hard work while watching the Packer's host the Rams at 3:15 PM! For more information or if you have any questions, contact Sandy Diener.

Membership Meeting Minutes



**Commodore
Jason Diener**



**Treasurer
Stu Stromeyer**



**Vice Commodore
Brad Gruneberg**



**Recording Secretary
Candace Pitts**



**Rear Commodore
Chuck Butler**



**Membership Secretary
Pat Hanson**

October 14, 2021

Call to Order by Commodore Tom Atkins

Ringing of the bell for members passing:

**Bonnie Lempke
Roger Surke
Helen Werner
Patricia Von Rautenkranz
Paul Voss**

**Rick Leonhard
Peter Heimbold
Susan Krause
Dan Reichelsdorfer
Randy Brotz**



New Member Introduction:

Jeff and Gladys Weiss-Apprentice
Dr. Paul & Barbara Gruber-Associate
Art & Nancy Imig-Associate

Motions from the floor:

1. Motion for Membership to approve purchase of new POS system, not to exceed \$10,000. Motion to approve purchase by Kevin Werner seconded by Mark Wessel. Motion passed by Membership.
2. Motion for Membership to approve actions of the board for the past 12 months. Motion to approve actions by Mike Rasch seconded by Kevin Werner. Motion passed by Membership.
3. Motion to suspend Membership meeting and proceed with dinner and the Change of Watch. Motion made by Kevin Werner seconded by Jeanette Wierzbach. Motion passed by Membership.

Jason Diener adjourned the meeting. Mike Larson motioned, was seconded.





Above: SEAS Northstar heads north out of Sheboygan for a sunset cruise. Below: Sheboygan North High Sailing Team students enjoying some evening practice outside the club. Opposite: A student practices capsizing maneuvers as a cross country team runs to the Sheboygan lighthouse.



Elected Officers

Commodore - Jason Diener
 Vice Commodore - Brad Gruneberg
 Rear Commodore - Chuck Butler
 Treasurer - Stuart Stromeyer
 Membership Secretary - Patricia Hanson
 Recording Secretary - Candace Pitts

Board of Directors

3 Years (term ends 10/2022) - Jeanette Wierzbach
 3 Years (term ends 10/2023) - Tom Phillip
 3 Years (term ends 10/2024) - Jason Irish
 2 Years (term ends 10/2022) - Mark Duff
 2 Years (term ends 10/2023) - Dawn Vertz
 1 Year (term ends 10/2021) - Thomas Atkins (PC)

Appointed Officers

Bow 'n' Stern Editor - Daniel Peterson
 Chaplain - Dione Knop
 Counsel - Robert Melzer
 Flag Lieutenant - Mark Mickelson
 Fleet Captain - Mike Olien
 Fleet Surgeon - Phil Detrana
 Librarian/Historian - David Hillebrand
 Measurer - Mark Wessel (PC)
 Parliamentarian - Peter Mayer (PC)

Commodore Committees

Bylaws - Eric Zufelt
 Dockmaster - Mike Olien
 House - Paul Bartelt
 Race - Dan Kerpe
 Endowment - Finance Committee
 Youth Sailing - Whitney Kent
 Entertainment - Sandy Diener
 Membership - Julie Svoboda
 Sail Sheboygan - Jason Bemis
 Sea Scouts - Mark Mathias

Vice Commodore Committees

HVAC - Chris Aldag
 Education - Matt Wierzbach
 Grounds - Deb Erickson, Floyd Leo
 Historical - Dave Hillebrand
 Web/Publicity - Jason Irish, Daniel Peterson
 SYC Apparel - Bev Davidson, Kathy Snider
 Yachting Activities - Dawn Vertz

Rear Commodore Committees

Barge - Michael Tock
 Building - David Bronson
 Derrick Yard - Michael Tock
 Electrical - Kenny Ebbers
 Lunch - Dietmar Wohlgemuth
 Piers - Steve Mech

Finance Committee

Paul Bartelt
 Jeff Mohr
 Jennifer Spicer
 Michou Reichelsdorfer
 Treasurer - Stuart Stromeyer

Board Appointed Committees

Tech Team - David Fisher, Mark Duff
 ad hoc Piers - Tom Holtan, Peter Mayer (PC),
 Bob Kuehlmann (PC)

SYC House Committee
Final Sept 2021 Report to BOD/Membership

10/12/21

Sean, Chef Benjamin and their teams have done a fantastic job of navigating both the challenges of the COVID-19 virus as well as rapidly inflating food costs and labor shortages. We collectively owe them an amazing round of thanks and recognition.

We did benefit nicely from some additional business during the Ryder Cup. The house had a record revenue and profit month for September.

We will be adjusting dining hours as we come into the fall and winter season when volumes traditionally drop. These hour adjustments may come faster and be a bit deeper as we navigate the challenges of labor availability.

As noted before the house operations did experience a benefit from government subsidies in terms of receiving Employee retention credits (ERC).. These credits totaled \$61,809 so the House Adjusted House Cash Profit

On a final note, when we publish the year end house financials, we will update the results both with and without the federal employee retention credit (ERC). These credits favorably impacted the house operations but did inflate the income and cash generation of the house operations by \$61,809 resulting in a non-subsidized amount of \$30,180 which is essentially in line with 2019 / pre pandemic performance. It is also important to note that House profitability over the past 4 months w/o the ERC credits was stronger than 2019.

	"Sep 2021"	"Sep 2020"	% Change or Delta	FY 2021 YTD	FY 2020 YTD	% Change or Delta
Total House Sales	\$97,878	\$56,610	72.9%	\$680,151	\$568,628	19.6%
Total House COGS	\$27,473	\$15,974	72.0%	\$197,282	\$186,484	5.8%
Total House Labor	\$39,037	\$29,131	34.0%	\$365,075	\$330,254	10.5%
% COG of Sales	28.1%	28.2%	-0.1%	29.0%	32.8%	-3.8%
%COGS Target	35.0%	35.0%		35.0%	35.0%	
% COGS Delta	-6.9%	-6.8%		-6.0%	-2.2%	
% Labor of Sales	39.9%	51.5%	-11.6%	53.7%	58.1%	-4.4%
% Labor Target	50.0%	50.0%		50.0%	50.0%	
% Labor Delta	-10.1%	1.5%		3.7%	8.1%	
Total House Profit	\$25,848	\$6,240	-75.9%	\$47,724	(\$10,080)	NA
Total House Cash Profit	\$27,065	\$7,698	-71.6%	\$63,476	\$7,673	NA
Total Adjusted House Cash Profit	\$29,276	\$9,725	66.8%	\$91,989	\$36,981	148.7%

Total House Cash Profit = Net Profit + depreciation which is a non cash expense

Total Adjusted House Profit = Total House Cash Profit + Minimum Use (would not be charged if we did not have a house operation)

Financial /KPI Comments

- a. Sales volume UP 72.9% from Sep prior year and 19.6% UP YTD.
- b. COGs as a percentage of sales BELOW target for September 28.1% vs a target of 35% and as compared to 28.2 % for Sep last year. YTD COGS of 29.0% is a DECREASE of 3.8% points from 2020 YTD.
- c. Labor as a percentage of sales for September of 39.9 % vs. a target of 50% BELOW target by 10.1% pts. In addition, is DOWN 11.6% pts. compared to prior September and DOWN 4.4% pts YTD. These numbers compared to 4 previous months to do not have the payroll tax credit impact since our volumes have recovered. Labor costs are right now a greater challenge than food costs as labor shortages are driving higher overtime to meet demand.
- d. Total YTD Adjusted Cash Profit is \$91,989 as compared to \$36,981 for prior year.
- e. Bar has shown a net profit for 10 out of 12 months in 2021 compared to 9 out of 12 in 2020.
- f. Galley has shown a net profit 5 out of 12 months in 2021 compared to 4 out of 12 in 2020
- g. House has shown a net profit 9 out of 12 months in 2021 compared to 4 out of 12 months in 2020

House Committee Report continued:

2019 Comparison							
	"Sep 2021"	"Sep 2019"	% Change or Delta	FY 2021 YTD	FY 2019YTD	% Change or Delta	
Total House Sales	\$97,878	\$57,245	71.0%	\$680,151	\$678,961	0.2%	
Total House COGS	\$27,473	\$19,494	40.9%	\$197,282	\$241,382	-18.3%	
Total House Labor	\$39,037	\$32,164	21.4%	\$365,075	\$379,826	-3.9%	
% COG of Sales	28.1%	34.1%	-6.0%	29.0%	35.6%	-6.5%	
%COGS Target	35.0%	35.0%		35.0%	35.0%		
% COGS Delta	-6.9%	-0.9%		-6.0%	0.6%		
% Labor of Sales	39.9%	56.2%	-16.3%	53.7%	55.9%	-2.3%	
% Labor Target	50.0%	50.0%		50.0%	50.0%		
% Labor Delta	-10.1%	6.2%		3.7%	5.9%		
Total House Profit	\$25,848	\$1,921	-92.6%	\$47,724	\$4,076	NA	
Total House Cash Profit	\$27,065	\$3,453	-87.2%	\$63,476	\$22,055	187.8%	
Total Adjusted House Cash Profit	\$29,276	\$5,214	82.2%	\$91,989	\$44,978	104.5%	
Total House Cash Profit = Net Profit + depreciation which is a non cash expense							
Total Adjusted House Profit = Total House Cash Profit + Minimum Use (would not be charged if we did not have a house operation)							

2021 vs. 2019 Financial /KPI Comments

- h. Sales volume UP 71.0% from Aug 2019 year and UP 0.2% YTD.
- i. COGs as a percentage of sales BELOW target for September 28.1% vs a target of 35% and as compared to 34.1% for September 2019. YTD COGS of 29.0% is a DECREASE of 6.6% points from 2019 YTD.
- j. Labor as a percentage of sales for September of 39.9 % vs. a target of 50% BELOW target by 10.1% pts. In addition, is DOWN 16.3pts. compared to September 2019 and DOWN 2.2 pts YTD.
- k. Total YTD Adjusted Cash Profit is \$91,989 as compared to \$44,978 for 2019 YTD.
- l. Bar has shown a net profit for 10 out of 12 months in 2021 compared to 10 out of 12 in 2019.
- m. Galley has shown a net profit 5 out of 12 months in 2021 compared to 3 out of 12 in 2019
- n. House has shown a net profit 9 out of 12 months in 2021 compared to 5 out of 12 months in 2019

1) Menu

- o Slimmed down menu is working to keep food costs down. A very challenging environment to provide an interesting selection of entrees and specials at reasonable pricing. Kudos to Chef Benjamin for walking this tight rope effectively.

Equipment

- a. Chef is making a list of potential equipment needs for the future
- b. Change in service provider for walk-in coolers has improved performance.

2) Operations

- a. Challenges with labor availability may drive adjustments in hours.
- b. Challenges with significantly rising food costs

3) Rolling Action Item List

- a. Prioritized list of equipment needs for the House with pricing.
- b. POS Hardware replacement



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syc@sheboyganyachtclub.com
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