

**MINUTES OF THE MARCH 21, 2023 MEETING
OF THE
BOARD OF DIRECTORS
OF THE
CHICAGOLAND LIONEL RAILROAD CLUB, INC.**

The March 21, 2023 meeting of the board of directors of the Chicagoland Lionel Railroad Club, Inc. (CLRC) was held at the CLRC club house in New Lenox, Illinois pursuant to notice. President Herb Koch called the the meeting to order at 9:00 a.m. Present when the meeting was called to order were: officers Herb Koch, Ed Carter, Bob Ciolino, and Joe Smolinski. Also present when the meeting was called to order were directors Jeff Mills, Bill Trzaskus, Jim Amarati and Ed Zeglicz. Director Swav Kojro arrived after the meeting began. Ed Carter acted as secretary of the meeting.

The minutes of the January 24, 2023 board meeting having been previously approved by email, the board took up the balance of the consent agenda. In connection with the consent agenda the board unanimously approved a membership report by Bob Ciolino and the Treasurer's report by Bob Ciolino.

In his membership report Bob advised that as of March 20, 2023 the Club had 99 Regular Members who had renewed their membership, that since the last board meeting two new members had joined, and that 17 Regular Members had not renewed. Bob also reported that as of March 20, 2023 the Club had 19 Long Distance Members who had renewed their membership and that two long distance members had not renewed.

In his Treasurer's report Bob advised that as of March 21, 2023 the Club had more cash on hand than at any time since at least 2018. Bob also reported that as of March 20, 2023 total receipts from the sale of items in the Flaherty collection were \$17,795.75. Director Swav Kojro arrived during the Treasurer's report.

As part of his Treasurer's report Bob then reviewed the anticipated major expenses of the Club in the fiscal year beginning April 1, 2023. In that review Bob noted the following major expenses in the new fiscal year: 1) condominium association dues of \$2,400 annually (\$600 per calendar quarter) plus an annual \$100 fire alarm inspection fee that is paid to the condominium owners' association; 2) ADT annual charge (estimated to be \$850); 3) real estate taxes (estimated for 2023 to be at least \$6,000 payable in two instalments); 4) special assessment of \$7,600 from the owners' association for re-paving of the parking lots (payable in June 2023); and 5) insurance premium (estimated to be \$2,500).

Bob advised that as of March 21, 2023 a total of 59 of the Lumberjack Lager cars had been sold, that those sales had yielded \$3,945.00 in receipts, and that the car had cost the Club \$14,400 to produce. Bob also reported that as of March 21 the diner had a profit of \$1,413.99, the retail shop had a profit of \$5,892.08, and the service station (back shop) had a profit of \$2,656.19.

The board then took up discussion of the budget for the Club for FYE 3/31/24. Treasurer Bob Ciolino and the board members reviewed the projected income for the new fiscal year and the anticipated discretionary and non-discretionary expenses. Following discussion and adjustments

Bob Ciolino moved the adoption of a budget with a projected income of \$40,610, non-discretionary expenses of \$29,110, and discretionary expenses of \$23,506. Jim Amarati seconded the motion. During the discussion that followed Bob Ciolino noted that for the current fiscal year income was more than \$19,000 over what had been projected and that actual expenses with ten days left in the fiscal were approximately \$12,000 less than had been budgeted. The motion to adopt the budget was approved unanimously.

Ed Carter then reported that pursuant to the resolution of the board the Club had opened a brokerage account with Chase Securities and that consistent with the investment strategy approved by the board, \$42,000 of Club money had been invested in brokered CDs. Ed Carter explained that brokered CDs are like bonds issued by a bank and are insured by the FDIC. Ed Carter said the Club's money was divided equally into three different brokered CDs: 1) \$14,000 in brokered CDs issued by Key Bank paying 4.65% per annum maturing on June 5, 2023; 2) \$14,000 in brokered CDs issued by Mid First Bank paying 4.8% per annum maturing on September 8, 2023; and 3) \$14,000 in brokered CDs issued by Mid First Bank paying 4.8% per annum maturing on December 8, 2023. Ed Carter explained that this strategy would allow the Club to capture rising interest rates, assuming the Federal Reserve continues to increase rates.

Bob Ciolino and Ed Carter advised the board that the Club had not held an annual general membership meeting since 2019 and that the by-laws required one. Discussion was had about a date for such a meeting and the board agreed that a general membership meeting should be held on May 6, 2023, that the board would develop an agenda and content for the meeting, and that the overall focus of the meeting would be on the future of the Club. The board also agreed that George Stangel would be invited as a guest speaker.

The board then heard a report from Bob Ciolino about the CLRC credit card and about acceptance of credit cards in the retail shop. Bob reported that use of the CLRC credit card to purchase goods and services for the Club was working well and that after some initial problems with the new credit card system in the retail shop it, too, appeared to be working well.

Following that report Herb Koch announced that in the Club election held the prior Saturday Jim Amarati had been elected to succeed George Stangel as a director at large.

The board then heard a number of reports. Bill Trzaskus reported on lessons learned from the last open house and Bob Ciolino reported on the use of Patch advertising and suggested that it could be used both to drive attendance and to try to sell the beer car.

Herb Koch then advised the board that the parking lot lines have all but disappeared making it difficult for members and guests to park properly. Herb suggested that the Club repaint the lines for spaces by the club house and for other occupants of the buildings that use our lot. During the discussion it was pointed out that the parking lot belonged to the owners' association and that before any lines are painted the Club should obtain the association's consent.

Herb Koch then reported that former CLRC member Walter Peliachevsky recently died and that his widow wanted to donate his entire train collection to the Club. Herb asked for assistance from the board in moving the collection to the club house.

Herb Koch then reported that the Club was low on patches and needed more. Herb Koch moved that the Club purchase 200 patches and that \$500 be appropriated for the purchase. Bob Ciolino seconded the motion. Following discussion the motion passed unanimously.

Bob Ciolino then advised the board that next year would be the 30th anniversary of the Club's founding and that we would need to start planning soon if we wanted to have a party similar to the one held for the Club's 25th anniversary. The board agreed to begin preliminary planning and recommended that the matter be included on the agenda of the general membership meeting to be held in May.

The board then scheduled its next meeting for May 30, 2023 at 9:00 a.m. There being no further business the meeting adjourned at 11:45 a.m.

Respectfully submitted

Edward Carter
Secretary of the meeting