

**Port Jefferson CCMAC Meeting
February 15, 2018
Meeting Minutes**

Present: Joe D’Agrosa, Lisa Perry, Ray Sommerstad, Dana Eng, Brian MacMillan, Jim White, Ron Carlson, Sue Siegel, Renee Lemmerman, Bob Lynch, Gary Zamek, Charlotte, Chris Cianro

Motion made to approve January Minutes – Approved

Ron Carlson made motion, Joe D’Agrosa seconded

Trustee Report : Stan Loucks (written), reported by Joe D’Agrosa

- Lombardi still wants out and the Old Field Club has backed away from the deal to take over. If Lombardi’s is not willing to continue, we may need to consider sending out an RFP to search for a new vendor. Lombardi’s issue is serious as it impacts ability to host golf outings.
- Stan approached the Board about helping us finance the replacement of balls on the driving range that were buried. To date no commitment from the Board but Stan feels we will get help. *(THIS IS A DISCREPANCY FROM JANUARY’S REPORT WHEN STAN PUT THE FOLLOWING LANGUAGE IN HIS TRUSTEE REPORT “I HAVE INFORED THE VILLAGE BOARD ABOUT THE LOSS OF RANGE BALLS CAUSED BY THE WORK AT THE LANDFILL. THE BOARD APPROVED THE PURCHASE OF 3000 DOZEN SRIXON BALLS FOR \$13,200...AND WILL ASSIST IN THE PAYMENT)*
- Stan has asked Bill to get three estimates for netting along the driving range.
- Membership applications are coming in; Stan feels we are running behind last year. Bill and Danielle are beginning to make calls. Stan suggested we consider advertising as there is ~\$3K remaining in ad budget. *(NOTE : AT LAST MONTH’S CCMAC MEETING IT WAS AGREED THAT WE WOULD NOT CONTINUE TO UTILIZE ADVERTISING AS IT HAS NOT PROVEN TO BE SUCCESSFUL AT RECRUITING NEW MEMBERS.)*
- The Turn will open April 14th. *(UPDATE AFTER BD MTG : GARY INQUIRED ABOUT STATUS OF UNUSED MONIES AS IT HAD BEEN PREVIOUSLY QUESTIONED AT NOV CCMAC BOARD MEETING. JOE REPORTED THAT THE TURN WILL HONOR ALL UNUSED MONIES ADDED ABOVE THE MINIMUM.)*
- PJCC will marshal the 16th hole at PGA in August at Shinnecock. Still have people who signed up but haven’t paid.
- Stan provided Joe with a copy of the Tennis contract, and The Turn contract
- Budget is due March 1st - requests are larger than projected revenues

Financial Report : (created by Denise Mordente – provided to Stan) as of February 15, 2018

PJCC Cash on Hand.....\$135,551.61
Money in Investment Account.....\$ 44,004.65

• **Capital Funds**

Golf Starting Balance.....\$219,973.82
Actual Expenses.....\$(55,191.56)
Balance.....\$155,782.26

Tennis Starting Balance.....\$ 31,370.71
Actual Expenses.....\$ (3,222.93)

Balance.....\$ 28,147.78

CCMAC has requested more details about PJCC Cash Account at the next meeting as details shared this month do not provide the Board with enough information.

Tennis Report : Renee Lemmerman, Dana Eng

- Bob Lynch presented a request for purchase of new Tennis Club Windscreens for approval ; \$3,789.18 plus \$340 freight : \$4,129.18
 - *Lisa Perry made a motion to approve*
 - *Sue Siegel seconded*
 - *Motion passed*
- Bob Lynch presented costs to install a new Tennis awning and signage for approval : \$7,054.82
 - *Lisa Perry made a motion to approve*
 - *Sue Siegel seconded*
 - *Motion passed*
- They are presenting the Tennis Pro Contract to the Tennis Board at the next meeting
- Tennis Maintenance is coming back to the Club this year and will be covered by Membership
- Working on tennis recruitment brochures

Superintendent Report/Greens Committee: Brian MacMillan

- Winter work includes pruning, painting tee markers, creating water cooler stands
- Discussion about official opening date – after discussion it was determined that March 17th as reported in weekly email blast will remain as the official opening day pending weather conditions.
- Equipment out of warranty, irrigation system is a few years old, budgets are tight
- 4 holes of Belgian Block work done

Golf Report : Bill Mackedon

- 2018 Golf Outing contracts have been mailed – 24 scheduled, receiving deposits
- Projected revenue for outings is \$88K, which is \$20K less than 2017
- Discussion about an outing on a Thursday afternoon, outings are typically hosted on Mondays. (Lions Club?)
 - *Gary made a motion to oppose the Thursday outing*
 - *Lisa seconded*
 - *Motion defeated*
- Additional discussion took place. The outing would bring in ~\$4K of revenue which can help fill gap of revenue loss reported above.
 - *Joe made a motion to host the outing*
 - *Chris seconded*
 - *Motion passed*
- Outings are becoming challenging as we can't show facilities at Lombardi's due to restricted hours, Bill can't get Lombardi's to return calls
- Looking for a new Assistant Golf Pro which is challenging given the comp package
- Cart Fee discussion – Bill shared cart fee structures for Nissequogue - \$26, Baiting Hollow - \$28.50, and St. Georges - \$26.50. ~Five years ago the CCMAC voted to

increase cart fees by \$1 every other year. Cart fee wasn't increased last year although we were supposed to do so. Other option is to require carts in month of June. Cart fees generated \$24K in 2017.

- **Joe made a motion to increase cart fees by \$1 since we haven't done so in three years**
- **Lisa Perry seconded**
- **Motion passed**
- All carts will be serviced before opening day March 17th
- New range balls ordered, synthetic tees and pavers

Membership Committee : Chris Cianro

- Bill Mackedon shared Membership revenue (2017 vs 2018 which were passed out to CCMAC members)
 - 2017 Tennis Membership : \$32,051 revenues as of Feb 2017
 - 2017 Golf Memberships : \$366,626 revenues as of February 15, 2017
 - 2018 Golf Membership: \$363,250 revenues as of February 15th 2018
- Presented several options for a “member get a new member promotion”. Due to time constraints, no discussion was possible. **(UPDATE : EMAIL DISCUSSION CURRENTLY UNDERWAY - HOPE TO MAKE A MOTION TO APPROVE IN THE NEXT WEEK VIA EMAIL. TENNIS WORKING ON A PROMOTION AS WELL)**
- Working on trifold brochure copy (Golf – resident/nonresident, Tennis (resident/nonresident, Business)
- Next Membership Committee meeting is Saturday Feb 17

NEXT MEETING MARCH 22nd