

March 19, 2019

CCMAC Minutes

Present: Joe D'Agrosa, Jim White, Brian MacMillan, Ron Carlson, Lisa Perry, Stan Loucks, Dave Hershberg, Bill Mackedon, Lauren Sheprow, tennis-Chris, Margot Garrant

1. Introduction: Joe D'Agrosa opened meeting at 7:05 PM

- Motion to approve February 2019 minutes - approved unanimously, with correction of US Amateur Qualifying date to July 15, 2019

2. Golf Report – Bill Mackedon (written attached)

- 2019 Events
- Staff starting with opening weather permitting MARCH 30
- Waterview discussions
- Budget meetings 2019-20 ongoing
- 2019 Member White Book post to website soon

3. Committee Financial Report – Lisa (written details attached)

- YTD revenue.....\$ 1,412,645
- YTD expenses.....\$ 1,554,060
- Comparison 2017-18 to 2018-19 – Tennis up; Golf down
- PJCC Cash account.....\$ 382,382
- Capital Fund Golf\$ 89,621
- Capital Fund Tennis\$ 15,738

4. Green's Report – Brian MacMillan

- Great start; mild winter big plus
- Staff back & aeration started
- Fairways completed and 50% cleaned up from winter debris
- Greens & tees expected to be completed by 3/25
- Project Early opening 3/30 , weather dependent
- Maintenance Budget has been cut every year and is at 2012 level, puts pressure on staff to meet expectations of membership
- Equipment added to reduce hand labor required to maintain course

5. Tennis Report – Chris

- Court conditioning started and fencing installed
- Court # 4OK for play
- New tennis pro- Eric Dubin (previously was pro in 1990's)

6. Trustee Report – Stan

- Complimentary Welcome Back Party @ Waterview Friday 4/12
- Current Membership numbers – 174 Tennis & 353 Golf
- Referral program done for 2019 season
- Cinco De Mayo party main deck 5/15/19 w/Stony brook tennis group
- Trustees want CCMAC to approve Waterview food minimums for 2020 season through 2020 (will be accepted at The Turn, Waterview & Danfords)
- Motion to accept Lisa & Seconded by Lauren- passed

7. Membership –Lauren

- Committee of Jake, Denise, Bill working with Crest to market outings
- Gather e-mails at outings, suggests to offer free round incentives
- Plan to update website with village rates, describe membership benefits, develop brochures for village, corporate and outings
- Marketing with SUNY SB continues – key to show value for value
- Spring football may offer some opportunities – Sat 4/27
- SUNY SB membership needs to be Renewed June 1
- Discussion of discounted rates (similar to Belle Terre/Business rates) for faculty and hospital staff -14,000 employees
- Offer village shuttle from SB to Club
- Discussion of Conservancy becoming involved to improve parkland
- Revenue ideas- sell water station and ball washer plaques; continue brick program through Board of Gov.

8. Meeting adjourned 8:55 PM

9. Next meeting – April 25,2019 @ 7:00 PM

March Trustee Report

Bill Mackedon

Events

This year's contract for the 2019 outings have been mailed and we have received 23 out of 26 contracts back with 21 deposits. The PJFD has not mailed there contract back but wants the date, SB Women's Lacrosse just confirmed the date and will be sending contract soon, Boys and Girls Club changed date and went with 9 and dine instead October 7th. Only dates available are August 27th, October 14, 21, and 28th.

Membership

~~Golf \$780,987.00 2018-2019 (353 members)
Golf \$770,920.00 2017-2018
Tennis \$102,455.00 2018-2019 (174 members)
Tennis \$84,700.00 2017-2018~~

I called all non-joining golf members for 2019 and so far we have 70 golf that will join soon, 9 maybe, 8 six round pass, 3 dues transfers, 76 left messages. We will follow up on all Left messages this week. Tennis we have 5 will join soon, 9 no, and 26 left messages

Staff

Staff will be starting soon as the course opens. Jake and I will be cleaning and getting ready to open over the next several days.

Waterview

Meet with Waterview and the rest of the membership committee on Saturday and discussions are moving forward on ways to improve things. Lauren can report more info.

Budget

We had a meeting today and we are putting the final touches on the 2019-2020 budget

Course

Course will open as per Brian Macmillan.

Member Handbook and Website

2019 Member handbook should be posted this week just waiting for last minute changes

Thank You

Bill Mackedon

PJCC Cash account			
Operating Account as of 03/14/19		\$376,435.29	
Operating Money in investment account		\$5,947.03	
Owed General Fund		\$0.00	
Balance		\$382,382.32	
CAPITAL FUND - Golf			
Starting Balance:		\$ 137,847.26	
Actual Expenses as of 03/14/2019		\$ (48,225.80)	
Balance		\$ 89,621.46	
CAPITAL FUND - Tennis			
Starting Balance:		\$ 15,738.65	
Actual Expenses as of 03/14/19		\$ -	
Balance		\$ 15,738.65	
	3/14/2019		

COMPARISON AS OF MARCH			
Revenue			
	June 2017 - March 2018	June 2018 - March 2019	
Cart fees	\$186,869.13	\$194,461.40	
Guest fees	\$89,352.75	\$88,065.90	
Golf Outings	\$69,716.00	\$53,600.00	
Driving Range	\$4,650.00	\$5,300.00	
Resident Passes	\$28,900.00	\$14,325.00	
Golf Membership	\$821,973.00	\$743,226.00	As of 3/14
TOTAL	\$1,201,460.88	\$1,098,978.30	
Tennis Membership	NK \$10,521.74	\$102,567.96	
Tennis Clinics	\$1,223.28	\$884.88	
Tennis Guest fees	\$3,326.72	\$1,711.90	
TOTAL	NK \$15,071.74	\$105,164.74	
Fitness Programs	\$0.00	\$3,335.00	
All Purpose Room	\$0.00	\$1,361.00	
Total	\$0.00	\$4,696.00	
Expense			
	June 2017 - March 2018	June 2018 - March 2019	
Maintenance total	\$684,837.43	\$664,701.92	
Pro Shop total	\$292,350.26	\$299,468.96	
Tennis total	\$69,090.78	\$74,104.34	
Fitness/ all purpose room	\$0.00	\$6,605.97	
Benefits/Bond Payments	\$444,518.67	\$476,583.70	
CC fees, advertising, ins	\$48,492.80	\$32,595.49	
TOTAL	\$1,539,289.94	\$1,554,060.38	
3/14/2019		2018/19	
		YTD Revenues	\$1,412,645.76
		YTD Expenses	\$1,554,060.38