

PJCCMAC MEETING
MINUTES- Tuesday, September 22, 2020
All Purpose Room

Present: Lisa Perry, Stan Loucks, Dana Eng, Don Mackenzie, Ron Carlson, Kris Adams, Brian MacMillan, Joe Dagrosa, Jill Wagner, Charmaine Famularo, Nick Soldano

I. Call to Order- L.Perry called the meeting to order at 6:06 PM

II. Approval of Minutes

Minutes from August 18, 2020 meeting was unanimously approved.

III. Village Trustee Liaison Report –S. Loucks

- S.Loucks proposed to add one tennis representatives on CCMAC by adding D.Eng to make 3 (three) tennis representatives on the Committee. No objection from the committee members. D.Eng accepted. D.Mackenzie is leaving on February 1st, 2021.
- No rent payment had been received from the Crest Group since March, 2020, even with the lower amount of rent as per the rewritten part of the contract (8% of gross revenue)
- The Crest group insisted that The Turn be part of the contract. Club members' complaints for both the Club and the Turn are mostly about the lack of quality and service, although more for the Turn. Complaints about the Turn included: no happy hour, high price for beer, opening hours, limited menu, food quality is not as good as last year.
- The Board of Trustee (9/21) consensus was not to give an increase in minimum payment for 2021. The increase in minimum in the 3rd year will be as high as \$480k in minimum which translated to around \$1000 per member.
- L.Perry will draft a letter to the Board of Trustee regarding the minimum's increase with inputs from B.MacMillan, S.Loucks and J.Dagrosa before sent it out to the committee.

IV. Club Management Update –B.MacMillan

- B.MacMillan reported that the total cost to fix the saunas and 2 new switches will be \$975.00
- We sold social memberships and a lot of corporate sign up taking lockers. It will need amenities (towels, toiletries etc) and maybe an attendant in the future.
- Landscaping work is needed on the entry to the golf side (starter shed and driving range side) to make it a nice focal point. Possibly add a solar powered fountain.
- Lightspeed reservation system so far looked to be able to cover what the club needs, including running the food and beverage side and other reports needed. It is easy to use for members to book tee times, sign up and pay.
- Early Bird promotion went well, with Facebook ads and the banner downtown. So far we had 68 new golf members (545 total), 26 new tennis members (240 total) and 1 social group (use of facility, driving range, gym). It translated to \$174k revenue from Early Bird.
- Early Bird new members were supposed to get their minimum cards now, but Crest group just informed us that they will not be able to issue the cards.
- Golf: aeration went great, fixed up some collars with sliced eater, demo sliced eater for 5th fairway, put in a new bag drops area, aerating the roughs.
- Tennis: fixed irrigation due to clogged issue, weeds, one ripped canvass for the awnings will be replaced in a couple of weeks, E.Dubin did a great job in maintaining the courts.
- There are no cups in the ice machine due to COVID. Use of water bottle is encouraged.

V. Committee Updates

A. Tennis Association –D.Eng

- Reported that the Tennis Tournament went very well. Attendance was good.
- Introduced N.Soldano (tournament chair) to the Committee. N.Soldano, showed some of the tournament pictures.
- Next month election is on Saturday after Columbus Day.
- Indoor deals from the partnership with Long Island Racket and Health (formerly WG) include office staff and programs coverage. This helps with the running of the club.
- L.Perry commended the Tennis Board on holding the championship. Everything was well organized and professional.

B. Greens Committee- R.Carlson

- R. Carlson reported that they received very favorable compliments, especially with fescue.
- Aeration had helped greatly
- Two main things to do, 1) first hole to be done nicely, seating area or two along first tee and parking for the carts and 2) relocation of the 17th's tee box
- Concern with players on the course and grievance regarding a player tore up the course.
- B.MacMillan will enquire more about personal walking bag (6 divots worth). R.Carlson added that 8-9 years ago members were given one with names on it.
- B.MacMillan sent out a video about course maintenance during the US Open. He was one of the volunteers.
- J.Dagrosa added that during his meeting with J.Hildreth, she reported that prospective members always complimented on how good the golf course condition is.

C. Tee Sign –J.Dagrosa

- J.Dagrosa reported that J.Hildreth did not want to sell Tee sign anymore.
- He asked if we are amenable to offer a commission for any member who sells the sign. The commission will be \$200 per sign/ 1 year and \$300 per sign/ 2 year.
- **Vote** : J.Dagrosa proposed a motion that a commission will be given to any person who sell the tee sign. J.Wagner seconded. Motion approved unanimously.

D. Social Committee –C.Famularo

- The Committee had discussed the possibility of holding an event this year. End of year gathering was discussed as one possibility. Discussed different events that we can do and how many. The committee came up with 2 to 4 events per year.
- Food is a priority.
- Social committee is allowed to negotiate the food although needs to wait until things cleared up.

E. Finance Committee –L.Perry

VI. Old Business

A. Sales Position

- L.Perry, B.MacMillan and S.Loucks will draft a renewal of sales position contract that will include clear responsibilities and clear definition of a new member.
- J.Hildreth had sent out email with the list of her contacts to B.MacMillan including who actually signed up.

B. Membership referral program

- Early bird has no limit on whether they can come back as early bird again. However, there is only a one time referral for this kind of early bird.
- New members' package available and golf also has a tutors or orientation program for new members. J.Dagrosa added that B.Mackedon had been very proactive on follow up the new members. He organized some play with some member volunteers to play few rounds with new members.
- J.Dagrosa asked if prospective new members can get a free drink when they play their tour rounds. It needs more information. No decision was made.

VII. New Business

A. Social Media Proposal –L.Perry

L.Perry had received two proposals at the same amount (\$350/month) but proposed to table the discussion regarding social media proposal. C.Famularo volunteered to take some photos for the club's instagram ([instagram.com/portjeffersoncc](https://www.instagram.com/portjeffersoncc))

B. Crest/Turn/Minimum

As discussed in agenda item number III above.

C. Grievance –J.Dagrosa

J.Dagrosa reported that there were 3 grievance issues: 1) A couple abused staff in the pro shop. L.Perry, J.White and J.Dagrosa talked to them and gave them a warning 2) someone drove the cart down where they are not supposed to 3) One person did some damage on the course and was suspended for one week and 4)) The couple from number one above repeated their abusive behavior. The grievance committee will be meeting with them again.

J.Dagrosa was of the opinion that B.Mackedon needs to be invited to CCMAC meetings as his expertise and experience may help us. As per precedence that the Pros in the past were required to attend, L.Perry will add the pros to the meeting invitation.

VIII. Date for next meeting is Tuesday, October 20th, 2020 at 6pm, Village Center

IX. Adjourn

J.Wagner made a motion to adjourn the meeting. C.Famularo seconded. The meeting was adjourned at 7.54pm.