

**PJCCMAC MEETING**  
**MINUTES- Tuesday, October 20, 2020**  
**Village Center –Sail Loft Room**

Present: Lisa Perry, Stan Loucks, Dana Eng, Ron Carlson, Brian MacMillan, Joe Dagrosa, Jill Wagner, Charmaine Famularo, Kris Adams, David Brandman, Tracy Poulton, Nick Amato, Alex Beck

**I. Call to Order-** L.Perry called the meeting to order at 6:08 PM

**II. Approval of Minutes**

Minutes from September 22, 2020 meeting was unanimously approved.

**III. Village Trustee Liaison Report –S. Loucks**

- S.Loucks wanted to reiterate that he is open and available to anyone and wanted to know or hear about issues at the club.
- Meeting with the Crest group on Wednesday 10/21 to discuss, among others, opening and closing dates, food quality, Monday opening for both the Turn and the Club and pricing
- Pickleball courts plan is on hold as it was deemed not urgent. The Village had taken out a \$2.3 millions bond for, among other things: repairing retaining wall on East Beach, parking at Barnum ave and Highland blvd/railroad tracks retaining wall
- The soil that was dumped on the pickleball site was tested and it came back as safe/fine.
- The new trustee has made great progress with the DEC. Hopefully there will be a movement to repair the bluff that endangered our Club, especially the tennis courts.

**IV. Club Management Update –B.MacMillan**

- B.MacMillan reported that the Early Bird promotion went very well. We added 85 golf membership, 27 for tennis and 1 social membership. Total membership currently are 562 golf and 241 tennis.
- The promotion was done via social media as well. The Facebook ad that went up around a month ago had gotten more than 40k views (L.Perry reported 56k reach and 31095 clicks). It was definitely worth the outreach expenses spent. No minimum cards for early bird members this year.
- A sales person was definitely needed for the busy early bird promo period. J.Hlldreth did a lot of phone calls and tours.
- The club has had a bit of problem with the lack of staff, especially with the ongoing high numbers of play like this year. Need to hire more staff and pay better for both golf and tennis.
- New software went well in testing phase. Clerical staff at the Village will get training. New add on/widget for tennis. It is not an app but there is a link.
- End of the year members' event organized by B.Mackedon.
- Carts and guest fees and guest special day made up for the revenue loss from outings. A positive year and ongoing maintenance to keep everything in good shape.
- B.Mackedon added that golf is currently at great high and increasing numbers of new golfers. Hopefully it will continue and we can also grow the sport for students and families.

**V. Committee Updates**

**A. Greens Committee- R.Carlson**

- R. Carlson reported that the greens' aeration result was really good.
- Currently working on fairways
- Ranger ( at least for certain times of the day) and a starter are part of the wish list for next year

- Maintenance concern about the number of divots on fairways. It seemed that people do not care about the course. A ranger certainly can help with this problem.
- Individual seeds container for walkers maybe can help to encourage walkers to fill in the divots. Asked if B.MacMillan can look into the pricing of individual container that we can encourage members to buy for next year.

**B. Tennis Association –D.Eng**

- D.Eng reported that Tennis had a great busy year.
- Introduced D.Brandman as the newly elected President of the Tennis Association. The annual meeting was on Saturday 10/18. The other positions filled were treasurer, tournament chair and interclub chair.
- She heard a lot from members who want the club to open longer. This week (and possibly next week) they managed to get someone to maintain the court once a day.
- R. Lemmerman has the knowledge about what we need to grow as a club. The problem was always to find the right person/s to do the programs with the right amount of money that we have in the budget.

**C. Tee Sign and Grievance–J.Dagrosa**

- J.Dagrosa reported the total expenses amount was \$19,288. Revenue to date was \$12,450. Amount due now \$850 and amount due on 4/1/21 \$3450. Shortfall if amounts due are collected \$2538.
- The commission from the sign sale would be in the form of membership credit.
- Report on the grievance: J.Dagrosa and J.White met with Mr.and Mrs Gelfond on September 18<sup>th</sup>. Their offense was abusive behavior towards other members who they deemed late for their tee time. It was decided that it was not for them to decide whether someone was late and that any disputes need to go to the Pro Shop. This was their second offence.
- The obscure rule in the white book stated that if someone late for their tee time they need to drop back 2 groups but in general it is difficult to enforce.
- B.Mackedon added that in general the club is trying our best to accommodate every member regarding their tee times. We are a family and 99% of the members are very reasonable about it.

**D. Social Committee –C.Famularo**

C.Famularo suggested that it was best to focus on next year. Since there is no directive regarding food and end of the year event, it was probably better not to hold one. Social committee main concern was that we would not be able to get quality food for reasonable price.

**E. Finance Committee –L.Perry**

L.Perry highlighted some of the revenues and expenses for the June-October period in 2019 and in 2020:

Assessment: \$12,350 (2019) and \$31,600.50 (2020)  
 Cart fees: \$185,210.55 (2019) and \$229,220.44 (2020)  
 Guest fees: \$89,221 (2019) and \$179,729.10 (2020)  
 Driving range: \$5,000 (2019) and \$12,130 (2020)  
 Resident passes: \$8,525 (2019) and \$ 20,100 (2020)  
 Retail sales \$55,929.42 (gross)  
 Golf programs: \$5,285 (2019) and \$15,848.36 (2020)  
 Golf lessons in 2020 \$20,010

Golf Outings: \$72,180 (2019) and \$23,560 (2020)

Golf membership: \$94,650 (2019) and \$263,662.96 (2020)

Tennis membership: \$7,403.33 (2019) and \$35,955 (2020)

Tennis programs: \$5,953.70 (2019) and \$10,512.72 (2020)

Total expenses: \$746,171.85 (2019) and \$830,763.89 (2020)

S.Loucks added for caution that any positive revenue will not be seen until May next year, once we know how many members coming back.

## **VI. Old Business**

### **A. Crest Group**

Meeting with the Crest group on Wednesday October 21<sup>st</sup>.

### **B. Sales Position**

- J.Hildreth is on holdover until a new contract is done. She has been doing well with the phone calls and tours. Possibility of adding a new responsibility of doing one ads per month and pay higher commission during quiet months.
- Fitness membership maybe refunded as the gym is closed.

## **VII. New Business**

### **A. Starter/Ranger**

Lack of staff affected the running of the club including keeping Tennis open.

J.Dagrosa noted that a starter can remind people and ensure that people have sand containers.

A ranger can observe and ask members to fill their divots, help them refill and also can help filling divots. Ranger is more needed than a starter. R.Carlson added that they are discussing period of times when the club can maximize the use of ranger.

### **B. Course conditions/Divots**

Divots not filled in will create more work for the maintenance crew that in turn will ad to a higher cost. Discussions on what should be done when someone did not fill their divots.

B.MacMillan added that one of the ideas was maybe we can use members, who care about the course, as rangers, in exchange of free membership or something similar.

### **C. Cap on membership**

J.Dagrosa explained that the club may need to cap non resident membership numbers to ensure that everyone will get their tee times. Discussions followed but in general the committee felt that a cap is not needed yet as we don't know how many members we will have next year and at what number we should cap it.

## **VIII. Date for next meeting is Tuesday, November 17<sup>th</sup>, 6pm**

## **IX. Adjourn**

R.Carlson made a motion to adjourn. C.Famularo seconded. The meeting was adjourned at 7.15pm.