



# Moorestown Field Club

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## Minutes of BOT Meeting on October 19, 2021

The monthly meeting of the MFC Board of Trustees was held in person. A quorum was present, and the meeting was called to order by President Brian Deam @ 6:09 pm.

Board Members in attendance: Brian Deam, Pat Fowler, Pat DeHart, Paul Gilhool, Jerry Miller, Stephanie Morrison, and David Ricci. Also attending was John Carpinelli, GM, and new Business Manager Jessica McCann.

1. **President's remarks:** Brian Deam welcomed Jessica McCann to MFC. He deferred most of his comments to later in the agenda.
2. **Minutes:** The minutes for the September 21, 2021, BOT meeting were **NOT approved** due to an issue with edits and tracking. A revised version will be sent and voted on electronically.
  - **Action:** Secretary to update and send via email for approval. Jessica will then post approved version on the Website.
3. **Financial report:**
  - **Treasurer's Report:** Treasurer Patrick Fowler presented Financial Report for the period ending September 30, 2021. Monthly revenues and expenses exceeded budget and year to date performance remains favorable to the budget.
    - Revenue up \$193K year-to-date. Expenses over budget \$55K YTD.
    - ForeUp issues continue however aged receivables were reported. ACH payments will resume but be closely monitored.
    - Cash position is solid for expected expenditures for the balance of 2021
  - **Action:** Pat, John, and Jessica to review year-end cash situation with CPA firm to determine if there is any impact to our 501(C) (7) status.

#### 4. **GM Report: John highlighted issues from the report he distributed.**

- **Fence along first fairway:** Neighbor approached GM with issues about the fence removal that had begun. He proposed a decorative fence along the property line to replace the decades old chain link fence. Board approved a motion to pay \$7,500 for specified fence from the practice nets to the pump house area stipulating that the fence is on MFC property and owned by the club.
    - **Action:** After review with neighbor, proceed with project using 2021 Capital funds.
  - **Greens aeration:** Contractor to be on property Monday November 8, (weather permitting) to aerate the greens. Golf course will be closed that date until 1:00 pm.
  - **Bunker Project:** Phase 2 & 3 of bunker project to commence first week of November and last 3-4 weeks. No hole closures anticipated, but areas will be cordoned off.
  - **Dining:** Italian Night Dinner successful with 54 patrons attending and solid service reported.
  - **Social:** Upcoming events include Holiday Cocktail Party December 4<sup>th</sup> and Breakfast with Santa on December 11.
  - **Bar Shrinkage:** Discussion about bar shrinkage continuing to be well over industry average. Committee still exploring possible causes (e.g. measuring pours, reviewing camera footage, accounting for Pro Shop sales, etc.) with an eye to tightening procedures and taking corrective action where necessary.
    - **Action:** GM to take two immediate actions:
      - Work with Bar Manager to update the pour rates in ForeUP to reflect actual practice
      - Limit access to cooler to only Bar personnel
- GM /Committee will monitor impacts of these actions and then decide what further actions are necessary to bring shrinkage rate to within industry standards.

#### 5. **Committee Reports:** House and Dining Committee Chairs were slated to present but were both unavailable. Each will present at the November BOT meeting.

- a. **Membership:** Committee reviewing Membership categories hoping to streamline the process. Will share ideas after their next meeting at Nov. BOT meeting.
- b. **Marketing:** Pat DeHart showed Moorestown Living Magazine ad highlighting Woman's Golf. She also previewed the November ad highlighting the bar in the clubhouse. Debbie McGeorge will be engaged to take high quality photos of the club.

6. **Old Business:** Reviewed the Action Items report. Updates reflected on latest version. Highlighted items:
- **ForeUP:** Responsiveness and improvements noted and AHC payments re-instated effective 10-20-2021.
  - **Member Survey:** There were 225 respondents to survey which exceeded the number in the 2019 survey. While deep dive into the data is still upcoming, preliminary highlights include 57% of respondents favor a short game practice area, 95% would recommend the club to a friend or neighbor and a high percentage of members use the lunch-time option dining, however take-out is seldomly used. More data will be forthcoming.
  - **Restaurant and Bar Policies:** Originally submitted by the committee and revised by the Board of Trustees in September. Final Draft dated October 12, 2021 **approved** unanimously and adopted.
7. **New Business:** Board of Trustees covered several items
- Golf course and clubhouse etiquette discussed including strategies for involving new members on issues of language, fixing divots, and repairing ball marks.
    - **Action:** John to reinforce with George that he and the pro shop staff are the first line of defense and must enforce the rules.
    - **Action:** John will work with pros to develop clinics and demonstrations at the various golf groups' opening days in the Spring of '22
    - **Action:** Marketing Committee will reintroduce Membership Packet for new members.
  - Social Committee, Brian asked for members to submit potential chair and members to form Social Committee to plan and run events.
    - **Action:** Submit recommendations by Oct 26th
  - Membership Rules and Regulations. Board reviewed and **approved** updated version that included special classifications of membership to align with Constitution and By-Laws. Change updated voting rights in rules and regulations to concur with by-laws.
  - Clubhouse Christmas Decorations: Stephanie advised that she has a group of members that will do the decorations for the holidays.
8. **Member Comments:** None

Regular Meeting Adjourned at 9:11 pm

Executive Session convened, discussion ensued and adjourned 10:05 pm.