



Moorestown Field Club

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Minutes of BOT Meeting on December 21, 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 @ 6:30 pm.

Board Members in attendance: Brian Deam, Pat Fowler, Pat DeHart, Jerry Miller, Stephanie Morrison, Jeff Beam, Ben Blank and David Ricci. Also attending was John Carpinelli, GM, and Business Manager Jessica McCann. Several members also attended including Bill Morsell and Steve Gallagher to report on their respective committees.

1. **President's remarks:** None.

2. **Minutes:** The minutes for the November 22, 2021, BOT meeting were approved as submitted with changes made by David Ricci.

- **Action:** Jessica will post on the Website.

3. **Financial report: See financial report for particulars**

- **Treasurer's Report:** Treasurer Patrick Fowler presented Financial Report for the period ending November 30, 2021. Monthly revenues and expenses exceeded budget and year to date performance remains favorable to the budget.

- Profit is \$300K year-to-date due to membership dues and bar sales. Expenses over budget \$110K YTD.
- Aged Receivables- 28 members sent letters owing money over 90 days
- Cash position over \$500K

Action: Pat, and Jessica to continue to clean up aged receivables

4. **Budget Review: See 2022 Budget document for particulars**

- Total Revenue projected at almost \$2 Million- 20% (\$335K) greater than 2021
- Total Expenses projected at \$1.5 million- 14% (\$180K) greater than 2021
- Net Income projected at \$490k- 61% (\$185K) greater than 2021
- Major Expense Changes:
 1. Add Food & Beverage Manager (Floor Manager) for \$48,600/yr

2. Medical Insurance increase of 10%
3. Keep a Grounds Crew employee employed throughout the winter instead of laying him off.

**Action: Motion to pass 2022 budget – Jerry Miller. Second Jeff Beam.
All approved-PASSED**

5. GM Report: John highlighted issues from the report he distributed.

- **Improvements to Front Entrance:** Focus for 2022.
 - **Action:** Katie Alexander is in touch with the landscaper for a quote
- **Bunker Project:** Finished, 3 pipes still need to be cut down and capped. Caps on backorder
 - **Action:** Club will keep all of the new bunkers and the 8th green closed until spring in order for the new sod to grow in
- **Fence along first fairway:** Fence is finished. Cost came in at \$19K with the adjacent property owner paying for half per agreement.
 - **Action:** Jim Green will look at the survey and try to ascertain if the existing chain link fence is on our property.
- **Breakfast and lunch with Santa and the cocktail party:** Well attended, positive reviews
- **Social:** Upcoming events for 2022 include Trivia night, a live 3 piece band, a beer tasting night, a bourbon tasting night, a comedy show, and a Valentine's Day dinner.
 - **Action: Social Committee will be focusing on a Kentucky Derby party, and a summer and fall party**
- **Dining:** The dining consultant, Doug Blatt, has developed a Standards of Service and has started to train the employees. He has also helped develop a job description for the Floor manager position. Doug has showed the staff ways to improve efficiency and also developed new menu ideas. Nick Wall, the owner of foodwerx, is open to the changes. Doug is also working on an online restaurant app for the members.
- **Dining Service Floor Manager:** A new position that will report to John and Jessica. Please see the job description for particulars.
 - **Action: Motion to approve the hiring of a Floor Manager- Pat DeHart, Second-Ben Blank**
Approve : All except David Ricci, who abstained. PASSED
- **Bar Shrinkage:** GM reported that ForeUp was updated with more accurate pours. GM also reported more frequent inventory procedures and controls
 - **Action:** GM to continue to monitor bar performance and shrinkage and take necessary steps to bring closer to industry average.

6. **Committee Reports:** Dining Committee (Bill Morsell) and Traditions Committee (Steve Gallagher) presented an update to the board
- a. **Dining:** Bill Morsell reported that he would like to see more woman and tennis members on the committee. 36 members who filled out the survey said they would talk with the committee about their experiences. The committee members will meet with them for their input. Doug Blatt, dining consultant, showed the committee what to look for in kitchen inspections. The Sunday breakfast has had some positive and negative reviews, the committee is hopeful that once a Beverage & Dining manager is hired, the service will improve.
 - a. **Action:** The committee is looking for ways to better communicate with the members. Jessica will send out text blasts
 - b. **Membership:** Pat DeHart reported 14 people are on the waiting list for Golf Membership. The \$2,000 initiation fee starting January 1 will go into the general operating fund. Brian brought up the idea of transferring that money to the capital fund in the future.
 - c. **Membership Rules & Regulation:** Changes:
 - a. Children still in undergraduate college may stay under their Family membership until they finish their undergraduate degree, but not beyond 23 years of age.
 - b. A member changing their Classification within the same Category is exempt from any waiting list requirement.
 - Action: Motion to approve changes – Pat DeHart. Second – David Ricci All Approved – PASSED. Brian to provide final version to Jessica for posting on Website.**
 - d. **Marketing:** Pat Dehart reported that the club placed an ad in Moorestown Living Magazine for December. She is planning on placing another ad in January focusing on Social (House) membership.
 - e. **Traditions:** Steve Gallagher reported that he replaced and updated all plaques and they have been hung in the lobby. He also is working on a booklet on the history of MFC. This was originally made in 1992 with an addendum put out some time later. Steve is updating today. He will reach out to the membership to get old photos, postcards, invitation etc. He will also work on digitizing all old documents and photographs and making them available on our Website.
 - f. **Greens:**
 - a. **Action: Motion to name Steve Gallagher as Greens Chairman – David Ricci. Second – Ben Blank. All approved – PASSED**

g. **Tennis:** Stephanie Morrison reported that she would propose Susan Horn as the Tennis Chairwoman for 2022

a. **Action: Motion to name Susan Horn Tennis Chairwoman – Stephanie Morrison. Second – David Ricci**
All approved – PASSED

The woman's tennis program has been very successful. The kids program is run throughout the year and pickleball has been very popular.

7. **Old Business:** Reviewed the Action Items report. Updates reflected on latest version. Highlighted items:

- **Irrigation system:** John will be getting updated estimates
- **Bond Retirement:** Brian Deam deferred this until January meeting
- **Bar Shrinkage:** John reported that the large shrinkage was mostly due to a formula being input wrong for the keg pours. When this was fixed, the shrinkage came down.
- **Five Year Strategic Plan:** Brian will convene group to address
- **Survey:** See Survey documents for particulars. Brian to post on the MFC website
 - Great response 51%
 - 54% of respondents are members 5 years or less.
 - Golf was over-represented
 - Only 8% of respondents were tennis members, high level of neutral responses
 - Dining is the largest issue
 - Communication- improved from past survey, but still low at 59%b satisfaction
 - Social Opportunities – 66% satisfied. Social committee will help enhance this
 - Practice area vs 18th hole. 57% favor a practice area vs 43% to keep the 18th hole. Board does not feel there is a consensus to move forward.
 - **Action:** Agree to ask the greens committee to develop a plan for a practice area along with cost and bring back to the board to discuss.
 - Food Minimum – The board agrees to make an exception for a semiannual minimum payment on a case by case basis if the member requests it.
 - Golf – dissatisfaction with pull carts down to 7%, was 31% on prior survey.
 - Scheduling of tee times

- **Action:** The board will ask George to come and discuss tee times as there is some dissatisfaction with being able to block schedule a foursome with tbd, guests.
- 96% of respondents would recommend MFC to a friend!
- **Action:** Brian to finalize document and provide to Jessica to post to the Website. An email will be sent to Members with a link to the document.

8. **New Business:** Board of Trustees covered several items

- MHS Girls Varsity Golf Tournament – The varsity golf coach requests approval for a preseason fundraiser tournament for one day the week of March 21, 2022. It would be a shotgun start at 2:30pm.
 - **Action: Motion to approve the tournament for Monday, March 21, 2022 – Pat DeHart. Second – Ben Blank**
 - **All approved : PASSED**
- Procedure for Signing Contracts – Board agreed to move this to another meeting to discuss
- Build a gym at the club – Idea for the sprinkler room. Board agreed to send this to The House Committee

9. **Member Comments:** None

Regular Meeting Adjourned at 9:25 pm

Executive Session convened at 6 pm, discussion ensued and adjourned 6:30 pm.

Respectfully Benjamin Blank