



Moorestown Field Club

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Minutes of BOT Meeting on February 15, 2022

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 @ 7:00 pm.

Board Members in attendance: Brian Deam, Stephanie Morrison, Jeff Beam, Ben Blank, Tom Morris, David Ricci, and Pat DeHart. Pat Fowler and Paul Gilhool were in attendance remotely. Also attending was John Carpinelli, GM, and Business Manager Jessica McCann. Several members also attended including Brian Paquette and Bill Morsell to report on their respective committees. Other members in attendance were Mike Testa

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

2. **Minutes:** The minutes for the January 18, 2022, BOT meeting were approved as submitted.

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

3. **Committee Reports:**

- **Social Committee: Brian Paquette Reported, see attached presentation for particulars**

3 Events planned for 2022, goal to get as many members as possible to attend.

- Kentucky Derby and Casino night – May 7, 2022
- Al Fresco Dining under the stars- July 21, 2022
- Member Appreciation night- September 17, 2022

Proposed Costs:

Kentucky Derby and Casino night: 150 member estimate

Member cost: \$50pp – (\$7,500 total)

Club cost: \$4,800 total

Alfresco Dining under the stars: 100 member estimate

Member cost: \$50pp – (\$5,000 total)

Club cost: \$5,000

Member Appreciation night: 200 member estimate

Member cost - \$0

Guest cost - \$25

Club cost - \$14,800 on 200 member estimate. This can increase if more members sign up

Total cost: \$38,150

Member cost: \$15,000

Club cost: \$23,150

Discussion:

- Increase guest cost at the member appreciation night
- Charge to the Members must cover cost of food and beverage at first two events
- Investigate need for additional toilets for the Member Appreciation event

Motion: To approve all 3 social events with the club paying up to \$23,150. If the cost will be more than that, the social chair will need to come back to the board for approval

Ben Blank First, Pat DeHart second, All approved- Passed

Dining Committee: Bill Morsell reported

- The food quality and service has been improving since the consultant has trained the Foodwerx staff.
- The new Floor Manager, Tierra Green, will be starting on February 22
- New tableware and placemats are purchased
- Ongoing improvements:
 - o Mobile App for reservations
 - o Minority of members spend majority of the money in the restaurant and bar. Work on changing that.
- "One team concept"
- Bill Morsell has been dining chair since July 2017, he will be stepping down and a replacement will need to be found

Membership Committee: Pat DeHart reported

- Waiting list of 10 for golf
- Ads are in Moorestown Living Magazine for 6 months
- All new members need sponsor who will be engaged in welcoming them to the club
- Gift cards for bringing in new members
- Work on an attractive Social (House) membership for dining and bar

4. Old Business:

Action Plan: see document for particulars

- John looking at hiring a consultant for the sprinkler replacement project. The savings he will bring with the project should offset his cost. John will ask the board at the March meeting to approve the consultant.
- 5 year business plan, will have a draft for March meeting.
- 90 day accounts receivable from members.
 - o Will discuss at March meeting changes to the current procedures for calling, emailing, mailing members when their bill is overdue
- **Motion to appoint House Chairperson: Mike McCool**
David Ricci first, Ben Blank second, all approved – Passed
- Bar Shrinkage: For January – 23% which is around \$600. There is a lot of variability in the formula that determines the formula and John is still adjusting it. He feels there is room for improvement on the shrinkage.
- Ask members to sign their chit at the end of the evening when they are leaving the bar and restaurant
- Reserve for Long term capital projects
Motion to keep 3 months operating reserve and transfer any overage to the capital fund
Pat DeHart first, Tom Morris second, Dave Ricci abstained, all others Approved – Passed
- WiFi and Server upgrade: The company will be starting in the next couple weeks
- **Annual Meeting Presentation:**
 - o **Action:** Brian asks everyone to give feedback to the presentation document by Friday, February 18th.

4. Financial report: See financial report for particulars

▪ **Treasurer's Report:** Treasurer Patrick Fowler presented Financial Report

- Approve the revised budget with 2 corrections:
 - o Correct dues revenue calculation
 - o Initiation fees moved to capital account

Motion to approve the amended budget:

Ben Blank first, David Ricci second: all approved: Passed

- Profit is \$47,992 over budget by \$13,016
- Expenses are about \$20,000 under budget due to the floor manager not starting the job until the end of February and the budget was to start the

beginning of January. Also, the consultant's hours have been under budget and tree trimming has been less than budgeted.

- Net positive of new members for January is \$7,000
- **Action:** Pat and Jessica to continue to update the 30,60, 90 day Accounts receivable from members and work on collecting this.

5. GM Report: John presented

- **Food Service:** The consultant, Doug Blatt, meets weekly on Tuesdays with John, Brian, Jessica, Nick Wall.
 - The consultant should be done by March. We will still use him as needed
 - The consultant has worked 108 hours, vs 300 that was budgeted
 - John feels we have received good value from the consultant
 - John feels the wait staff and bar staff have better synergy
- **Portable Restroom-** John is having a problem finding a building to coordinate with the bathroom. He is looking into another company for an estimate.

Action: John will have more information prior to the next board meeting.

Regular Meeting Adjourned at 9:30 pm **Motion- Jeff Beam, second Tom Morris. All Approved**

Respectfully Benjamin Blank