



Moorestown Field Club

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Minutes of BOT Meeting on September 19, 2023

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 Pat Fowler, Treasurer, at 6:00 pm.

Board Members in attendance: Ben Blank, Jon Greer, Pat DeHart, David Ricci, Paul Gilhool, Tom Morris and Stephanie Morrison remotely. Also attending was General Manager John Carpinelli, Asst GM George Frake and Business Manager Susan Hession.

- **President's remarks:**
 - Pickleball is getting a lot of play.
 - The dining service is moving in the right direction with the hiring of a new chef the food quality has increased.
- **Minutes:** The minutes for the July 18th, 2023, BOT meeting were approved
 - **Motion-Paul Gilhool, Second- Jon Greer- Approved.**
 - **Action:** Susan will post on the Website.
- **Committee Reports:**
 - **Membership Committee: Pat DeHart**
 - **There is a waitlist to join as a Golf or Club member**
- **Old Business**
 - **Dining Service- George Frake**
 - George is setting up processes for hiring and training. Will have standards and service online training for the staff.
 - Setting up events through the end of the year
 - In the process of building a budget for 2024
 - Goal of bringing back members that were unhappy with the food service in the past
 - George would like to change the facility rental rule for members. Motion from Pat DeHart to let George decide when and when not to offer rental space based on how busy the club is on that particular day. Get rid of the rental fee as the food price will be

increased to offset the lost revenue. We will not entertain a non-member event.

- **Motion-Pat DeHart, Second- Jon Greer- Approved.**
- Mike Perrone is working on a program to update the reservation system.
- Staff will make sure to call members back when they leave a voicemail to make a dining reservation.
- Staff will make sure all orders for one table will come out at the same time, even if there are split bills by members.
- **Good Standing Definition-See document for particulars**
 - Revised code of conduct policy. Will add that the treasurer shall maintain a spreadsheet and or file of all delinquency letters.
 - The President shall maintain a file of all disciplinary actions including public censure, removal from office, suspension from club, and removal from club.
 - Will bring up for a vote at the next board meeting.
- **Member Survey**
 - The questions are almost done and the survey will be sent to the members within the next couple weeks
- **Election Process**
 - Defined that the bylaws allows the slate of nominees letter to be emailed
- **New Business**
 - **2024 Budget**
 - Start the budget meetings in October, bring it to the board to review at the November meeting, approve the budget at the December meeting.
- **Financial report: Treasurer's Report:** See document for particulars.
 - Monthly Profit is \$24,402, more than than budget by \$25,501.
 - YTD expenses are \$1,353,308, over budget by \$206,371.
 - YTD revenue is \$1,575,811, over budget by \$341,317.
 - Profit is \$31,654 under this time last year.
 - A/R
 - AR decreased \$141,000 from last month.
 - Bond Redemption
 - 201 Pending redemption (\$603,000)
 - Cash Account
 - \$410,000 higher than August 2022
- **GM Report- John Carpinelli-** See document for particulars.

- **Member Comments**
 - none

Regular Meeting Adjourned at 8:15 pm

Motion- Paul Gilhool: , Second David Ricci: All Approved

Respectfully Submitted Benjamin Blank

Moorestown Field Club					
Treasurer's Report					
22-Aug-23					
Period ending:	31-Aug-23				
Key Statistics for:	31-Aug-23	Budget	Variance	31-Aug-22	YOY Variance
Revenues	\$ 200,674	\$ 151,100	\$ 49,573	\$ 159,812	\$ 40,862
Expenses	\$ 176,272	\$ 152,199	\$ 24,072	\$ 157,761	\$ 18,511
Profit (Loss)	\$ 24,402	\$ (1,099)	\$ 25,501	\$ 2,051	\$ 22,351
Key Statistics CY 2023 through:	31-Aug-23	Budget	Variance	31-Aug-22	YOY Variance
Revenues	\$ 1,575,811	\$ 1,234,494	\$ 341,317	\$ 1,294,726	\$ 281,085
Expenses	\$ 1,353,308	\$ 1,146,937	\$ 206,371	\$ 1,040,570	\$ 312,738
Profit (Loss)	\$ 222,503	\$ 87,557	\$ 134,946	\$ 254,156	\$ (31,654)
Membership Revenue Profit/(Loss):	New	(1) Resignations	Net	Budget	
YTD 2023	\$ 206,938	\$ (84,775)	\$ 122,163	\$ (111,758)	42 New Members vs 26 Resignations
2022 Total	\$ 207,619	\$ (118,683)	\$ 88,936	\$ 36,099	50 New Members vs. 51 Resignations
Aged Member Receivables (Active):	31-Aug-23	Last Month	Difference	31-Aug-22	Report as of 9/1/23
30 Days and less	\$ 14,482	\$ 13,418	\$ 1,064	\$ 9,319	
31 - 60 Days	\$ 72,492	\$ 201,229	\$ (128,737)	\$ 116,004	
61 - 90 Days	\$ 2,634	\$ 10,201	\$ (7,567)	\$ 2,226	

> 90 Days	\$ 3,158	\$ 8,448	\$ (5,290)	\$ 737	
Total A/R	\$ 92,766	\$ 233,297	(140,531)	\$ 128,286	
Inactive/LOA/Resigned Members Outstanding Balance:	31-Aug-23	Last Month	Difference	31-Aug-22	
	\$ 32,451	\$ 33,662	\$ (1,211)	\$ 37,166	
Cash & Other Current Assets as of:	31-Aug-23	Last Month	Difference	31-Aug-22	
Payroll Account	\$ 12,947	\$ 18,964	\$ (6,017)	\$ 12,558	
Merchant Account	\$ 22,071	\$ 258,234	(236,163)	\$ 240,069	
Operating Account	\$ 45,443	\$ 319,153	(273,710)	\$ 246,114	
Money Market - Cornerstone	\$ 39,567	\$ 14,553	\$ 25,013	\$ 483,904	
Fidelity Brokerage Acct	\$ 1,156,657	\$ 746,824	\$ 409,833	\$ -	includes \$50K from Bond Acct & \$25K from Capital Acct
Treasury Bills - TreasuryDirect Acct	\$ 191,434	\$ 190,027	\$ 1,407	\$ -	
Total Cash & Current Asset Position	\$ 1,468,119	\$ 1,547,755	\$ (79,636)	\$ 982,645	
Bond Account (2)	\$ 60,572	\$ 63,875	\$ (3,303)	\$ 50,383	\$50K add'l in the Fidelity MM Acct
Capital Account (3)	\$ 21,860	\$ 18,964	\$ 2,896	\$ 142,094	\$25K add'l in the Fidelity MM Acct
NOTES:					
(1) Resignations include lost revenue of \$4K due to Membership Changes.					
(2) We have 201 bonds (\$603K) awaiting redemption. Actual funds available for bond redemptions is \$111K as we have \$50K of Bond funds in the Fidelity account.					
(3) Actual Capital funds are \$47K as we have \$25,000 of Capital monies in the Fidelity MM account.					

MFC General Manager's Report

September 2023

Course Maintenance

Status: On going

Actions: August was a typical Summer month until the last few weeks when the rain just shut off. This was followed up by the hottest temperatures of the year with a stretch of 6 days 95 or plus degrees. Thankfully it ended, the golf course survived, and we can look forward to more seasonal temperatures through the end of the season. We have successfully seeded all of the rough and hope to have complete germination of seed within the next few days. The really wet summer did allow for crabgrass to pop through late in some of our rough. We will continue to try both pre and post emergent sprays to control these issues. Unless we really need to. We will skip "venting" the greens until we aerate in November. Starting Oct 27, we will begin moving in rental excavating equipment to begin the expansion of #4 and #8 tees. The material to add to these tees will be generated from a drainage ditch that we will create between holes 3 left rough and 7 tee. This project may take a month to complete depending on weather. We are doing this project in house to gage our competence level on course construction. I am confident that the project will come out fantastic. We did have some vandalism on green 3 in early September. Although it was quite a bit of damage, we seemed to have repaired it successfully and look for a complete recovery. We still need to Verti-cut fairways and aerate tees which will be completed this month. The crew erected a fence behind the kitchen to shield grills and trashcans from the tennis court view. The fence was free courtesy of Chris Firesinger, who had just erected a new fence. We have lowered the height of greens and will continue to go down with the cool, dry weather of the Fall. Some equipment continues to fail and thankfully we have a mechanic in house that can do the repairs. We will need to increase the repair budget for 2024. Overall. It was a good year for the MFC golf course, and we look forward to making improvements every year.

Dates: 9/1 thru 10/1

NEW Food Service

Status: Making progress

Actions The kitchen operations continue to improve, but there is still much work to be done. There is still a bit of a disconnect between the front of the house operation and the back of the house. More communication is needed from our wait staff and front of house manager to inform the kitchen of tickets when they come through. For example, if 3 different couples from the club come for dinner and all want separate checks, the waitstaff needs to alert the kitchen to this as 3 different tickets come into the kitchen. If they do not tell the chef or expediter, there is a possibility that all six meals won't be served at the same time and confusion and frustration comes into play. This is just one example of the things that are being worked and trained on. George continues to do a good job managing this part of the operation and will continue to correct mistakes and push forward with training. Staffing continues to be a challenge as it is hard to find people to work for. Often times, 3 to 5 interviews will be scheduled in a week only to have 1 or sometimes no one show up. It makes it difficult when a person calls out, as our bullpen is pretty slim. Once again these are the same problems that everyone else is having so

we are not alone. George will be at the meeting on Tuesday to give a brief update and answer questions from Board members.

Dates: 9/1 to 10/1

Special Events

Status: Kennedy's cause, Bocce, Pickleball and Member Appreciation.

Actions The Kennedy's cause outing was played on Sept 11 and was a smashing success. The night before's rain presented a challenge getting the golf going but we were able to accommodate. A nod to the membership for putting in drainage around the course over the last several years or days like this we have definitely been closed. Many compliments on the food for the event as well and everyone had a great time. Thank you to George and Tom Fordham for organizing this event which we have hosted for 10 years now. Bocce has started and we have a full field. Pat Dehart continues to master the art of organizing this league which always turns into a challenge. Now that the hard part of scheduling, getting 6 people per team and turning some people away, the league is off to a great start. New Lights have been installed and the surface has been worked on to make the ball run truer and faster. Member Appreciation Day is quickly approaching and we look forward to putting this on for the members. I believe the attendance number is similar to last year with approximately 180 reservations.

Dates: 9/1 to 10/1

Irrigation Replacement

Status: Pump Station and Well

Action : The recommendation and estimate is in for the pump work to be done for the new irrigation. The good news is that it is only \$7500.00 leaving us \$92000 from our original budget. I think this is really unexpected but a pleasant surprise. With that being said, we should look to update the control panel and Variable Frequency Drive which I had planned for in later years. The panel and the drive control how much water the pump releases according to demand. If you are running 1 head the pump will only produce enough water to run that one head instead of running wide open and putting stress on the pump and motor. I will have prices for this very soon. As far as install on the new system, we are still on schedule for Fall of next year. All components of the new system will be ordered and delivered in Spring of 2024. **Dates** 9/1 to 10/1

Bar Operation:

Status: Summer slow down

Actions Despite what seemed like a really slow month at the club, the bar still outpaced last August totals by \$1500. Jimmy has regained control of the purchasing and inventory and the bar is running smoothly. We will again be adjusting the metric for pours and how many drinks come from a bottle to be more in line with reality. We tested what supposed to be poured versus the actual pours and adjustments need to be made to account for shrinkage.

Dates: 9/1 to 10/1

2023 Capital Budget

Status: Many Capital projects have been completed, but no changes for this month

Actions Among the projects completed are:
Lady's locker room \$57000 which was the budgeted number.
Well evaluating \$10500 versus a budget of \$13000
Equipment purchases were \$26000 versus a budget of \$28000.
Pickleball courts \$20000 budget which is the budgeted number.
Kitchen equipment was \$6000, and we spent approximately \$4500.
Well consultant for the year was \$25000, I expect this to be about \$15000
I also sold about \$7000 of used equipment over the winter.
We needed to buy a new washer and dryer for the shop for which was not budgeted. It cost a little below \$1000
We also needed to purchase a new power washer because the engine seized on the old one. It was 20 years old.
The new power washer was \$350.

The AED machine finally arrived and was immediately installed in the restroom on #3/4. I met with Mike Hutchinson to discuss the direct energy program, we used a couple of years ago to update our air conditioning and lighting in the clubhouse. This is a government run program that pays for up to 80% of the cost of installing new, efficient, systems and led lighting. The nice part of it now is the utility companies administer it and are more lenient on how it is run.

For example, the remaining 20% of the bill is just added to your utility invoice and can be paid interest free with your regular monthly charges. I have completed the application and will let you know of the progress. Since we are joining this program, we will not be using the \$6000 budgeted for new units this year

I think it's important to point out that the prices of golf course equipment have gone through the roof. Some of the equipment that we have coming off lease next year has gone up by 30% to 50% which is insane. To go along with that, if you order most of the equipment today, you are looking at a 12 to 14 month wait period to receive it. Better Yet, distributor will only quote you a price for budgetary reasons and the price could change before it's delivered. Absolutely crazy times we are living in, but I am doing my best to work some deals, unfortunately, without any real leverage. I will keep the Board and the Long Range Capital committee in the loop as to how we are going to be able to handle this.

Dates 9/1 to 10/1.

Long Range Capital

Status: Meeting presentation to the Board in Oct

ACTIONS The committee met on September 15 and some changes were made to the budget for upcoming years. We will present at the October Board meeting.

Dates: 2023 thru 2030