

**THE CLUB AT NEW SEABURY  
BOARD OF MANAGERS MEETING**

October 8, 2015  
Meeting Minutes

Present: Bill Blaisdell, Darlene Furbush, Jane Goubeaux, Bruce Lehman, Bill McCormack,  
Mike Richardson, Joe Pedula, Mary Schwartz, and Paul Stenberg.

The Board reviewed and approved the October 30 minutes from the Annual Members meeting and the closed Board meeting

Treasurers Report: Jane Goubeaux

The current D&O insurance policy continues to the end of this year. The Board continues to investigate other options. 18 Board letters have been sent to new members, (mostly Sports) with the receipt of 3 positive responses.

Golf: Darlene Furbush and Bill McCormack

The MGA and WGA 2016 golf schedules are being reviewed with the Pro Staff. Possible changes for next year; allow open play for Tuesday afternoons, change in Tuesday tee times to 8:30AM, and the WGA Member-Guest Day would be moved to Tuesday. The MGA had 175 paid members this year.

An MGA goal for next year is to increase tournament participation, especially the A, B, C, D Spring event.

Tennis: Mary Schwartz

An effort has been made to work with Club Maintenance to determine a landscaping schedule for 2016. Also, would it be possible to provide members an entrance to the facility in the off season by installing a gate with codes? A suggestion was made to have tennis (and fitness) members participate in the dialog relative to the design and construction of the new complex.

Beach/Cabana Bill Blaisdell

The Club is working with the Homeowners Association to construct a walking path between the Market Place and the Cabana Club

Food/Beverage: Mike Richardson

Highlights of Mr. Richardson's report in his meeting with Matt Gelly:

Lure: A very successful summer and fall season with increased attendance in all areas.

Some new improvements are in discussion for 2016

Poppy: Member have generally been pleased with menu options. New physical changes are under consideration

Club: Continuing to look at improvements to the dining experience. New menu selections are being considered for 2016. Pre-Fixe this year has been very popular

Overall: There continues to be negative comments about the Club's food quality and service.

These comments are typically made from mostly legacy members. The Board believes that it is important to listen and respond to their issues.

Communication Mike Richardson (separate handout)

As part of this new committee, the Board spent considerable time discussing ways to reach out to membership. One suggestion would be for the Board to survey the members. Several questions, by committee chair(s), would be

prepared for member inputs. The Board planned to go back to previous member surveys as a guideline for this new effort.

A motion was approved by the Board to, independent of New Seabury management, develop, execute, collect, analyze, and report back to its members the results of a comprehensive member satisfaction survey.

Also, the Board discussed initiating a newsletter to be routinely sent to membership as well as using promoting the Board's web site.

Open Meeting: Paul Kruzel

A wheel chair will be available at the Club

It was slow the last two weeks of September. The number of golf rounds in have been reduced.

Banquets have been slow over the Labor Day weekend

Ocean green update:

Starting Sept. 21 grass had been growing over a 5-day period, and then a 5-inch rain partially washed out greens 12 and 15. Also, new green layouts will allow more pin placements.

Planning to make improvements at the practice area

The Club had to refurbish 4000 cu/yds. of sand on Ocean No.2

The layout of the new sports complex will be shared with the Board

The Club policies have been reviewed for next year.

The Club is looking in the spring to host a new member event to include the Board, and

Men and Women Golf Assoc.

The Club will be including Board inputs in developing F/B menus and events for 2016

Construction update

Flat Pond 8 new homes. Cottages 14 sold. Phase II road construction has commenced

Looking at late spring 2016 for sale of homes in Section II. Projecting \$28M sales in 2016

Budgeting

Each venue Manger is expected to develop their own budgets, as well as tasks and scheduling.

Golf maintenance will introduce standards for implementation.

Management looks to stress accountability to become more efficient

The Club is preparing a 5 year plan to submit to New York

New Seabury is viewed to have very good attributes here on the Cape, while some others may have better amenities. Do our members know "How good it really is?"

Do they believe in their Club?"

Q/A

Tennis accesses...follow up with email to Paul

**What is percent of member and catering income?** 50/50

The Board is encouraged to make recommendations on how the Club can do better.

The Club and Board should reach out to new members...talk about hard and soft experiences

**Can the Club provide a formal receipt for charitable donations?** For a tax donation of \$250 or more.

The IRS requires a letter from the Charity indicating the amount and if any goods or services were provided as a result of the donation. The Club should require that charitable organizations provide such documentation

Dues? Will look at a smaller increase.

Board survey? Please send a copy to Mr. Kruzel describing the intent of the survey.

Approved November 12, 2015

Paul Stenberg