

**THE CLUB AT NEW SEABURY**  
**BOARD OF MANAGERS**  
**ANNUAL MEETING**  
**August 26, 2012**

3:00 PM

The New Seabury annual members meeting took place on Sunday in the in the main dining room with approximately 40 members, board members, along with Steve Brennan General Manger/COO, Judy Horton Director of Membership Development, and Scott Nickerson Golf Course Superintendent in attendance. At the conclusion of the open meeting, the new Board continued with a closed meeting.

Chair Darlene Furbush opened the meeting with an introduction of the Board of Managers and attending New Seabury Management. The BOM acts as an advisory to management expressing those concerns of all members. This past term, the Board has addressed major issues dealing with Food Services, Tennis courts, and has continued to address golf course conditions, especially the greens of the Ocean course. Members were invited to visit the [NewSeaburyBoardofMangers.com](http://NewSeaburyBoardofMangers.com) web page.

Treasurer Report Marybeth Crabtree. As of July 1, 2012 the balance on account was \$53,635, with annual expenses of \$5500 per year. New members to the Club are asked to join the members' forum at a one-time fee of \$250.

The Board members, re-elected for a three year term, were announced as Marybeth Crabtree, Mike Richardson, and Paul Stenberg.

An amendment to the BOM charter to optionally allow the Board to notify members via email was discussed and approved.

Steve Brennan: General Manager

The Lure at the Beach Club was successfully opened, primarily to take pressure off the Inn. Next year the Lure will open the third week of June and close on Labor Day. There is a possibility to keep open in the fall for Sunday afternoon football.

Tennis programs went very well with increased participation over past years. Christophe Delavaut will be retuning for the 2013 season.

The new casual dress policy has been introduced, which has become a standard to most area Clubs. The Food and Beverage business has grown at both the Inn and Club. Wedding and Functions have remained steady.

Golf memberships have remained at the same levels over the past several years. New golf carts, without GPS, will be leased next year.

Revenue fees from new memberships for 2012 were \$1M. 30 Memberships were not renewed. New Seabury has 850 active memberships.

This year's Kids Camp was managed by a new team and personnel. Expect that next year the number of campers will increase.

## Questions

As related to other Clubs in the area, how do we compare in terms of values. There is no yearly assessment to New Seabury members. Each year The Club spends between \$750-\$1M in infrastructure, nourishments and improvements. There are 36 holes of golf, private beach with all amenities. Real Estate sales are down this year; back to 2003 levels.

What can be done about senior access to beaches? Rocks? Due to environmental restrictions, the seed weed and rocks cannot be removed. There are several life guards on duty that are available for assistance.

Each year member annual dues increase 4%. What can Management do to reduce costs in major areas to offset some of this increase? Dues represent about 1/3 of the total revenue. Each year labor and cost controls are reviewed and implemented. Any capital expenditures, three bids are obtained. Several year round positions, about 12%, have been eliminated. Gas and electricity continue to be areas to review and control.

What is being done about the Brain Center? New Seabury does not have the first right of refusal. The Town of Mashpee is looking at options

The Poppy Poles have replaced the yardage markers primarily for cosmetic and appearance. They are used to have members exit the fairways to help in traffic wear.

The golf shop staff are used to ranger for pace of play.