

THE CLUB AT NEW SEABURY
BOARD OF MANAGERS
ANNUAL MEETING
September 18, 2011

3:00 PM

The New Seabury annual members meeting took place on Sunday in the club house with board members in attendance along with Steve Brennan General Manager/COO, Judy Horton Director of Membership Development, and Scott Nickerson Golf Course Superintendent. Approximately 40 members were 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 and has continued to address golf course conditions, especially the greens of the Ocean course. Members were invited to visit the New Seabury BOM.com web page.

Treasurer Report Marybeth Crabtree. As of August 1, 2011 the balance on account was \$57,243.06 with receipts of \$1000.00 and expenses of \$5895.22

Golf: Bill Blaisdell presented excerpts from an email provided by New Seabury Men's Golf Assoc. President Chet Messer. Their annual NSMGA meeting was held on Sept. 17, 2011. The main topic of discussion was the condition of the greens on 10, 12, and 15. A copy of Mr. Messer's complete minutes is added as a supplement to this report.

Food/Beverage: Mike Richardson, unable to attend, provided a letter that advised the members in general were very satisfied with the staff. Sy Yanoff offered that members had express concerns about the elimination of 2 for 1 program. A buy 1 get a second for \$10 was management's replacement for this year.

Beach: Members had requested that a code box system could be used to gain rest room access after closing hours.

Fitness: It was explained that non-members could join certain fitness and beach classes. This policy was explained to be part of the compensation package offered to the Director.

Kids Camp: A total of 250 campers attended this year's successful 6 week long camp. Bingo this year was well received.

The elected Board Members for a 3 year term were announced to be Darlene Furbush and Dan Goggin.

Steve Brennan: General Manager Presentation

- * New Seabury (NS) has stopped offering outside memberships. A total of \$1M in revenue has been received from new memberships.
- * A new fitness center has been put on hold. No future construction is planned, except for those lots located at the Flats
- * The Ocean course conditions (holes 10, 12 and 15) continue to be a high priority for management.
- * The WCI reciprocal program in Florida will continue next year. It was pointed out that members

must call the NS Pro Shop for times, and not directly to the individual locations. Any abuse could cause the elimination of this program.

- * Scott Nickerson, Golf Course Superintendent commented that he had consultants from USGA as well as the supplier of the turf , to assist in his recovery of the Ocean greens. To eliminate a tightly compacted layer of clay, he used a high pressure water system. This procedure seemed to provide a positive response. He advised that in high season he staffs 50 in his crew, which decreases to 15 after labor day. Within the last two weeks, due to a heavy rain that flooded all bunkers, Scott put out a call to other Department Heads asking for help: 45 staff showed up at 7 AM the next morning
- * Capital expenditures: This past year's capital expenditure budget ranged from \$700-800K including \$12,000 in soil monitors, iPads for the Inn to expedite orders from the kitchen, \$25,000 for AC, with \$50,000 to follow, and the beach club parking lot.

Q and A

- * There are 580 golf members
- * RE Tennis code dress policy of White (50%) preferred. This policy was at the request of the tennis members. Resort guests will be required to adhere to the dress code.
- * Request was made to provide marshals on busy days to keep a reasonable pace of play
- * Request was made to provide more social activities to the members.
- * Beach Club: Can cold drinks be made available?
- * Dues for 2012 are expected to increase by 4%
- * The \$250 new member BOM dues on a volunteer basis.
- * Member Doug Hajar, comparing his play on other Cape Cod area courses, congratulated Scott Nickerson and his staff for New Seabury's general conditions
- * Real Estate Sales: Inventory consists of 4 at Sea Quarters, 4 at Vineyard Reach, 2 at Fairways and 1 model at Flat Pond
- * Pool membership will be in reviewed as to definition of "immediate family"

Paul Stenberg