

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

November 12, 2009

6:00 PM

Meeting Minutes

Present: Joe Anastos, Rich Bailey, Bill Blaisdell, Marybeth Crabtree, Darlene Furbush, Dan Goggin, Mike Richardson and Paul Stenberg

Absent: Bill Levine

**TREASURER REPORT:** Darlene Furbush provided cash position and expenditures over the past month. Ms. Furbush noted that the Board had sent out notices to new members (new in 2008 and 2009) requesting payment of \$250 to the board fund, requested of all new members upon sign up. So far, a total of 14 out of 59 responses to the BOM collection letters have been received. A discussion of 2010 BOM liability insurance premiums determined that it may be worth researching other options during the course of next year. The board discussed and decided not to pursue higher liability limits with greater cost to the board.

**BOARD MEMBER RESIGNATION:** Joe Anastos advised the Board that due to heavy travel commitments, he will be unable to remain on the Board and intends to resign at the end of this year. Mr. Anastos asked that the Board encourage management to address ongoing concerns and issues at the Beach/Cabana venue.

**COMMITTEE REPORTS:**

**GOLF:** (Bill Blaisdell) The 2010 NSWGA and NSMGA calendar of events have been reviewed, discussed, and approved. Since the Board's last review of the club events calendar, two new golf events have been added, and one event was eliminated. The "Nine and Dine" couples event proposed by the Board at its last meeting was approved and will be further defined at the April 2010 BOM meeting.

**TENNIS:** (Marybeth Crabtree) Mary Schwartz was asked and agreed to participate as a member of the Tennis Committee. The BOM discussed the hiring of a new tennis director and intends to bring this subject up with management. A tennis playing member wrote a letter to the Board and management in August regarding conditions at the tennis facility and the Board is unaware of whether or not a formal response to the member has been sent by management. Richard Bailey has agreed to write a response from the Board to the member.

## **NEW BUSINESS:**

The BOM 2009 venue evaluation results were analyzed and summarized by Mr. Bailey. Using a rating scale of 1 (poor) to 5 (outstanding) all venues rated, except tennis, scored in the high 3's to mid-4's, indicating a high degree of satisfaction by Board members toward each of the venues. The Board reviewed with management its concerns about the tennis venue.

5 improvement targets were discussed:

- (1) Tennis: Hire an experienced Tennis Director and Head Teaching Pro, build more effective member programs and events; develop an ongoing maintenance and landscaping schedule.
- (2) Beach/Cabana: Continue to encourage management and staff to enforce rules; put in place a better process for exiting the beach area after 6 pm.
- (3) Club Operations: Publicize/Develop programs for new members and children.
- (4) Golf Operations: Improve Chelsea system, including notification of tee times once a time has been confirmed.
- (5) Golf Maintenance: Continue to stress the duties and responsibilities of cart shop staff; improve the bag drop-off process; improve the preparation of carts prior to their assignment to members and guests, including cards, pencils, towels and sand in the dispensers; encourage rangers to provide instruction to cart users regarding cart path rules.

The BOM presented these concerns and suggestions later in the meeting with Steve Brennan and intends to follow up in the spring of 2010 with each venue manager to track the recommendations and suggestions.

A discussion of the projected 2010 dues produced a unanimous recommendation, by the Board, that NS Management consider the general times of the economy when establishing 2010 fee schedules.

Mr. Bailey suggested that the three individuals who faithfully and effectively served the members of the New Seabury Club be presented a gift of appreciation for the years of participation and guidance. The BOM approved and such gifts will be presented at the Board dinner on December 10<sup>th</sup>.

Mr. Richardson suggested that, starting with the spring 2010 meeting, 20 minutes be set aside for any New Seabury Club member to meet with the BOM to express any viewpoint or concern. This was discussed and agreed, and members will be notified of this opportunity prior to the first board meeting in April 2010.

The BOM discussed the vacancy created with the resignation of Mr. Anastos. Each member of the Nominating Committee provided recommendations and suggestions. Following discussion it was decided to approach the member who tallied the 4<sup>th</sup> most votes in the August election (Ms. Patricia Hoar) to ascertain whether or not she would be interested in serving out the remainder of Mr.

Anastos' term ending in Aug 2010, with the expectation that she would run for a full three-year term at that time.

A review of the remaining terms of the BOM:

Aug 2010: Joe Anastos (offered to Patricia Hoar), Rich Bailey, and Bill Blaisdell

Aug 2011: Darlene Furbush, Dan Goggin and Bill Levine

Aug 2012: Marybeth Crabtree, Mike Richardson and Paul Stenberg

**JOINT MEETING:** Steve Brennan and Judy Horton

Mr. Bailey and the Board reviewed the results of the venue evaluation with Mr. Brennan and highlighted areas described as "Top Five Improvement Targets for 2010."

Tennis: Mr. Brennan reported to the Board that he had posted the position of Director of Tennis in the job list service sponsored by the United States Professional Tennis Association. As of this date no resumes had been received although a husband and wife team is still interested and remains a candidate.

Member Survey: Results have been completed for a total of 7 Clubs owned by WCI. New Seabury ratings were very positive and nothing surfaced that was unexpected. Considering this summer's weather conditions, with heavy rains over a three month period June –August, the ratings trended down from month to month. New Seabury had a very satisfactory 30% participation rate. On a scale of 5.0 (5 being very satisfied) to 1.0 (very dissatisfied) New Seabury's overall rating was 4.0. The biggest concern is beach population in prime season. This is compounded by continuous beach erosion which shrinks the available usable areas. The loss of greens on the Ocean Course became more evident on the last third of the surveys. Major reconstruction has taken place to correct drainage issues and replace greens. Management plans to provide an overview and summary of the results of the survey to members in an early 2010 letter.

Mr. Brennan reported that all club operational areas have completed fiscal 2010 budgets. New Seabury's 2009 actual revenues met budget. One of the major questions is how many new members will join the Club as member initiation fees are a significant portion of club revenue. There remains a concern that economy will be an important consideration in membership growth for 2010. Based on previous years, there is a loss of approximately 30 members year- to- year with close to an equal number of new members joining.

Lodging was one of the revenues that saw a revenue decline versus budget in the 2009 season.

Every year New Seabury must budget (\$200K) for beach nourishment on the beach bordering the tee box on ocean #2.

Quotes are being received for solar panels at the club house.