

## ***Minutes of New Seabury Board of Managers Meeting***

***September 9, 2020***

***Location: New Seabury Country Club***

The following are the minutes of the board meeting held on September 9, 2020. The Chair presided over the meeting, the Secretary was present and recorded the minutes.

Attending Board Members: Richard McGrail, Ann Marie Beasley, Mike Forbes, Doug McHale, Kathy Griffin-Mayo, Michael Murphy, Mike Richardson, Rick Russo, Marliese Zafiropoulos. Chris Card joined for the initial part of the meeting.

Note: Motions/resolutions are in **red bold type**; Action Items are **highlighted in yellow**. Copies of reports or presentation notes, when available, are noted in *italics*.

The meeting was called to order by Chair Richard McGrail at 6:01 pm. The first order of business was the **review and approval of Board Minutes from August 23, 2020, and the 2020 Annual Meeting**. Following a brief discussion, **a motion was made and seconded to accept both the August 23 Annual Meeting Minutes and the August 23 NSBOM Meeting Minutes**.

### **Treasurer's Report**

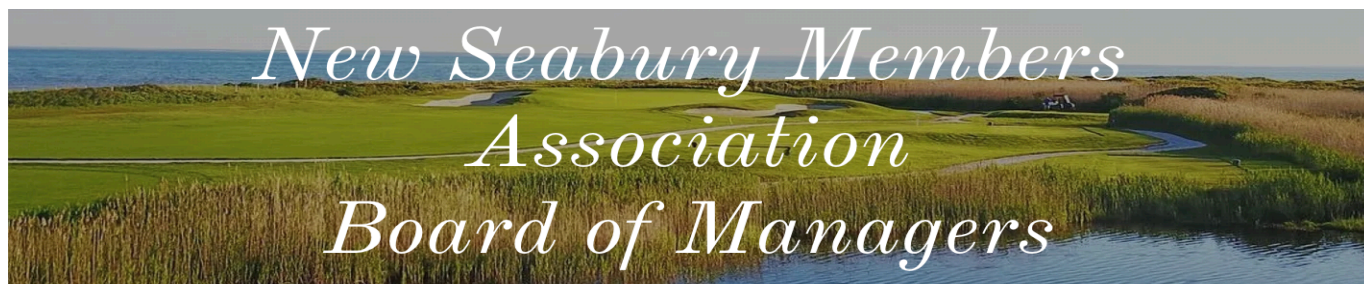
Treasurer Mike Richardson was unable to attend the meeting so Richard McGrail presented the September update. He reported that no payments were processed during August. As of the end of May, the account has a balance of \$8,554.46.

**A motion was then made to accept the treasurer's report. The motion was seconded and unanimously approved.**

### **Management Update**

Chris Card joined the meeting at 6:15. As part of his opening remarks, Chris requested clarification in the Annual Meeting Minutes regarding the additional development happening in New Seabury. While there are no additional phases at the Cottages following the completion of 81 units in Phase 4, there are other small spaces throughout New Seabury that will be developed. **ACTION: Ann Marie & Richard to update the Annual Meeting Minutes before posting.**

Richard shared with Chris that there was very positive feedback regarding the virtual Annual Meeting. Requests are coming in to do a hybrid approach going forward. Additional suggestions included sharing a recording for those unable to attend and to consider hosting more than one meeting per year. One suggestion was the option

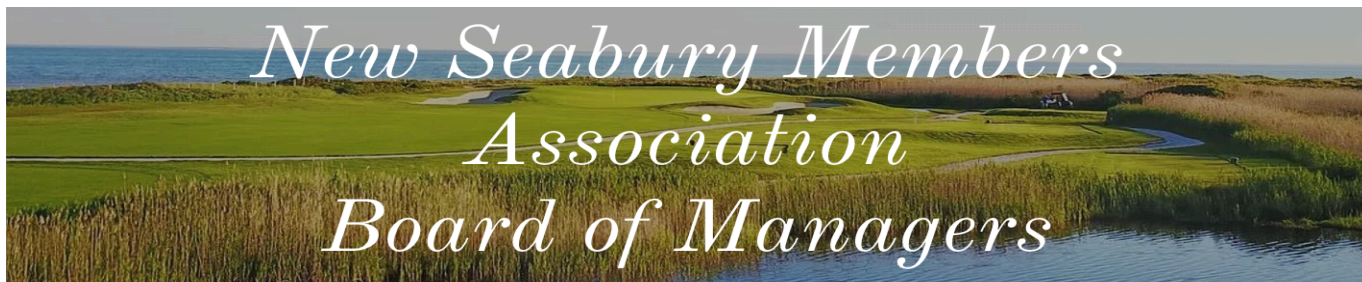


of 'spotlighting' a specific group, like golf, tennis, Fitness, Food & Beverage, on a monthly zoom call. It would be a great way for the Club to update the members, and to allow the members to more actively engage with the New Seabury team through the season.

## **Q & A**

After Chris' remarks, the group also discussed several additional questions received by the Board since the last meeting.

- Richard McGrail kicked off the Q & A with a member question regarding the number of membership available at the Club. With all the new construction, the influx of new residents, and the capacity challenges on existing facilities, are there any caps on the number of Lifestyle and Golf Memberships? Chris said the Golf memberships are capped at 690, but there is currently no cap on lifestyle memberships. Chris also noted that membership is still below what it was before the loss of members due to the troubles a few years ago.
- Rick Russo asked Chris if the Club had finalized the decision regarding the \$1500 F & B spending. Minimum. Chris indicated that after further review, very few people have not reached their Food and Beverage minimum. Chris indicated that he is considering not changing the minimum but expanding what the money can be spent on. The current thinking is the club will credit the purchases of wine (bottles and cases) as well as all Golf and Tennis Shop merchandise under the F&B spending. If members still are not able to meet the minimum, they will allow any unspent amount to be rolled into next year. The final details on the plan will be communicated via email to the members in the two weeks.
- Mike Murphy asked Chris if the Club had made any decisions regarding the 2021 dues structure. Chris said they are still in the budgeting phase of the process and nothing has been finalized at this time. In light of the many challenges this year, the Board said membership is hopeful that the Club will seriously consider holding rates flat next year.
- There was also a brief group discussion regarding usage of membership by extended family members, and the resulting overcrowding of facilities in particular at the Beach and Pool Club. A number of members have approached the Board regarding how to ensure rules are followed regarding extended family. Chris said his team is reviewing the issue and will be policing it more vigorously next year.
- The board requested that Chris include some of his department heads in monthly meetings. Chris agreed and will include department heads in upcoming meetings.
- The final question was regarding progress on the effort to improve cell service by installing an Outdoor Distributed Antenna System (ODAS) in the New Seabury complex. Chris indicated he is working with the



Peninsula Council but things are still in the proposal review phase. If an agreement can be reached between the vendor and the cellar service providers, implementation would be 6-9-months before the system would be online.

After these opening discussions, Chris participated in the **Action Committee Reports**

### **Communications Committee**

Richard McGrail reviewed the Communication document circulated with the meeting material package. E-mail blasts detailing the Annual Meeting participation process, Board voting reminder, and the Zoom Call-in details were posted as scheduled during August. September email blasts will include a summary of the Annual Meeting and Board election results, as well as 2020 Annual Meeting Minutes, including a link to the NSBOM the website where people can review the Member/Management Q&A.

A recommendation for a future email was on expanding Patriots football viewing from the Lure to 95 Shore. Richard also requested input from the group for the upcoming Peninsula Reporter article.

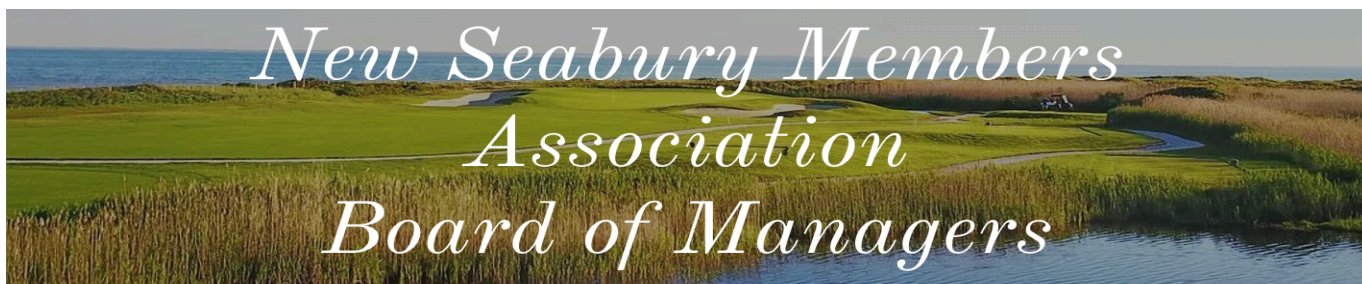
Richard also discussed the annual Member Satisfaction Survey and whether it might be appropriate to modify this year's questionnaire due to the impact of the pandemic. Chris requested that the format and questions be kept for benchmarking purposes. The Board agreed to review last year's document and workshop the final approach and format at the October Board meeting.

### **Food & Beverage Committee**

Rick Russo shared that it has been a little more challenging to respond to member Food & Beverage question with no single point of contact since Adams departure. He asked if Chris could provide an update on the replacement process and the Club's timing on when they hope to have someone in place. Chris shared that the search for an F&B Director is well underway. The disruption caused by the pandemic to the hotel and restaurant industry has created a strong interest in the position Board and attracted an excellent pool of candidates. They have received over three-hundred resumes. He is currently reviewing resumes and will begin the interview process in the next few weeks. His current thinking is he is looking to bring someone on in the February timeframe. The board also volunteered to provide input on candidates based on their personal and business network connections.

The group also asked Chris if the Club has considered opening 95 Shore open on Wednesdays for dinner. There are still a significant number of members on campus and a number have questioned why it isn't open since it is now a member-only year-round venue. If the Club did decide to open on Wednesday a suggestion was made to consider a special event, more casual on Wednesday nights (e.g. Wine-down Wednesday). **Chris agreed to look into it and update the Board.**





There was also a brief discussion regarding the wine list at the Poppy. The wine list at 95 Shore is much more extensive than what is offered at the Poppy. Several members have asked the Board if investigate if improvements to be made. Chris said he would review with his team and work to broaden the offerings at the Poppy. Chris also reminded the Board that the Club is offering wine for purchase as part of the alternative minimum spending. He also explained that the program is open to all members, not just those spending to meet the minimum.

The final topic was whether the Club would consider opening the deck on Sunday's at 95 Shore for members to watch the Patriots games. With seating still limited at the Lure due to the Pandemic, 95 Shore would significantly increase the opportunities for members to get a seat to watch the games. If the Club did decide to open the deck, it was also suggested that they offer some tailgating food options. Chris and Rick agree to have a follow-up meeting to determine the next steps. Rick will keep the Board posted on progress.

### **Golf Committee**


Mike Forbes provided the Board with a brief update on his discussion with Scott Nickerson regarding course issues and members' concerns. Mike and Doug McHale said they had asked Scott to do another video update for the members addressing the maintenance issues and his plans to address them. Chris agreed the video would be helpful and he would speak with Scott to get it in motion.

Mike also explained to Chris there were rumors that Scott will be leaving New Seabury. Chris shared that is official, after 29 years at the Club Scott is retiring. The Club is in the process of interviewing to fill the position and they have a number of excellent candidates from some of the top courses in the country. Scott will stay on for some period of time with the new person to ensure a smooth transition.

Marliese Zafiropoulos asked Chris if New Seabury would consider adding female golf pro to the staff next season. Chris responded with an absolute yes. He believes having a female pro would be a great addition but he wasn't sure if they will be able to do so as there just aren't as many women pursuing Golf Club Professional careers.

### **Tennis Committee**

Kathy Griffin-Mayo reported that in response to the uptick in play, and the requests from our Tennis Members, the Club agreed to keep the Tennis Facility open seven days a week for play through the end of October. Cody will also be staying on-site during this time and be available for private and semi-private lessons. Chris said the Club will be monitoring the level of activity to determine if it might be appropriate to further expand shoulder season play. Kathy suggested that even if Cody wasn't available for the shoulder seasons, members would be happy just to have access to the hard surface courts. Chris agreed it was something we should revisit toward the end of October.



# *New Seabury Members Association Board of Managers*

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## **Youth and Fitness Committee**

Kathy Griffin-Mayo also provided the Youth and Fitness update. She reported that while members are happy that the Athletic Club has reopened, they don't believe it's realistic to wear face coverings at all times, particularly for cardio activities. Chris shared that after consulting other fitness centers and deciding to go above and beyond in the interest of safety, he brought in a senior advisor for the board of health for a review of the fitness center protocol. Due to space challenges and lack of air movement, the recommendation was to wear masks. Even with the face covering requirement in place, the facility can only accommodate a maximum of 17 people including staff. Chris also agreed to look into the possibility of blocking off cardio machines to allow no masks.

## **Next Meeting Date**

The next scheduled meeting is October 8 at 6 pm. It was noted that some board members have a conflict on this date. **Richard took the action to query all board members to find a new date when all can attend.**

**With no further business, a motion was made and seconded to adjourn the meeting at 7:43pm**

Respectfully submitted,



Ann Marie Beasley  
Secretary