

**New Seabury Club Members Associates, LLC
Board of Managers Meeting Minutes
April 17, 2019**

The Board Meeting on April 17, 2019 was called to order at 6:00 p.m. by Chairman Richard McGrail. In addition to Mr. McGrail Board members Mike Forbes, Mike Richardson, Mike Murphy were in attendance. Board members Kevin Kelly and Rick Quinby participated via teleconference. New Seabury President and General Manager Chris Card also participated in the meeting via teleconference.

The first order of business was to review November 8, 2018 minutes. **After a brief discussion a motion was made to accept the NSBOM meeting minutes from the November meeting. The motion was seconded and unanimously approved.**

Treasurer's Report

Treasurer Mike Richardson reported that there had been one expenditure since the last meeting. Understanding there were no scheduled meetings from December 2018 through March 2019, the Board authorize Mr. Richardson to pay up to \$4000 for the renewal of the LLC's Directors and Officers Liability Insurance that expired at year end.

The insurance was renewed for one year on 12/6/18 with National Casualty Company. A payment of \$3672.00 was submitted with the renewal, leaving a cash balance of \$14,256.23 in the NSBOM account.

A motion to accept the April 17, 2019 Treasurer's Report was made, seconded and unanimously approved.

2019 Communication Plan Update

Richard McGrail circulated a copy of the NSBOM 2019 Communication Plan and briefly reviewed activity since the November meeting. Six e-mail blasts, as well as two articles for the Peninsula Reporter and one for the New Seabury Newsletter have been published since the first of the year. Four of the email blasts were the joint Action Committee/NS Management updates based on the 2019 Member Satisfaction Survey data. The Food & Beverage email is schedule to post on April 25, followed by the Tennis update in mid-May. These two releases will conclude the Survey update mailings.

The group discussed the positive response that the Survey update emails have received from the members. Each of the emails has had 80-85% readership and has generated multiple member emails, further enhancing interaction with the Board. All agreed that the Survey and email follow up process should continue for the 2019/2020 season.

Over the winter months, the Communication Committee undertook the first major update to our Constant Contact e-mail list. Inactive names were purged and names of new members added. The 2019 list now contains 690 emails.

Action Committee Reports

Golf

Mike Forbes share some of the highlights from his off-season meetings with Director of Golf, Jim Clay. The Pro Shop is undergoing a full makeover as part of the Clubhouse renovation project. In addition to a new look and feel, this season the shop will be stocked with a number of new clothing and other golf product lines, and expanded club offerings.

Jim was also happy to report that he has filled all of his professional positions in preparation for the upcoming season. This year's team will include a new Head Pro, Teaching Pro, 2 Assistants in addition to the Pro Shop staff. Jim will be circulating more details on the members of the new team as the season approaches.

Another significant change coming in 2019 is the Club will be migrating to the industry leading ForeTees tee time booking system. Additional details on the system will be circulated prior to the season. The Club will also be adding the Golf Genius software, a comprehensive and widely used tournament management system. The system will be used to handle tournament registration, track scores, and share results during golf events. The system can also be used by smaller groups and events, like a regular weekend golf group or a Nine and Dine event.

Food & Beverage

In conjunction with the major Clubhouse renovations, Club Management has rebranded the Country Club Dining Room/Bar, which will now be known as **95 Shore**. The 95 Shore Dining Room will be open Wednesday through Sunday for dinner and the Bar will be open Tuesday through Sunday starting at 10 AM. The Dining Room will feature a number of new menu offerings and a wine list with 250 selections.

Members will see significant improvement at The Lure this season as well. In addition to all new furnishings, the main floor inside bar area has been reconfigured to accommodate a new Raw Bar. The grill has also been relocated and a new oven installed to support expanded menu offerings. A 12 beer tap system has been added and will feature a selection of popular craft beers.

The Poppy Bar will feature expanded business hours and a furniture upgrade. The outside dining area at the Cabana Club will also sport all new furnishings. The addition of glass wine cabinets will highlight the expanded wine offerings at the Poppy Restaurant.

The Athletic Center will be adding a Smoothie Bar and Grab & Go breakfast. It will be available starting at 7:00AM daily, catering to the work out crowd and morning golfers passing by from the range for an early tee time.

Youth & Fitness

Richard McGrail provided a summary of the 2018 Member Satisfaction Survey follow up discussions with Amy Warr, New Seabury Director of Fitness and Amy Buckley, Manager of Beach Operations.

In response to member input, hours of operation for the Athletic Club are being expanded. Beginning May 1st, the Athletic Club will open 6:00AM - 4:00PM and on June 1st through Labor Day hours extend to 6:00AM - 6:00PM.

The Club will also be introducing the Titleist Performance Institute training this season. Amy and Jim Clay are both TPI certified instructors and will be working together to offer this program. Amy and Jim will analyze your physical fitness and work collaboratively with Jim to develop a customized program to maximize golf performance specific to your body. New Seabury will be the only club on the Cape offering a collaboration between both golf and fitness TPI-certified professionals.

Fitness offerings are also being expanded to accommodate all levels of fitness with 50+ weekly classes in a full range of formats (cardio, strength, flexibility, mind-body), styles, and intensity levels. The popular BOGA FITMAT program will be available again this season. If you're looking for a more moderate pace, group-led walks around New Seabury property, including trails and beach, offers an outlet for physical and social well-being. In late Summer and early Fall, they will also be expanding the outdoor trail walks off property in the surrounding areas of Mashpee. A full schedule of all activities can be found on the New Seabury website or in print at the Athletic Club.

There are lots of changes on the Beach and Youth front as well. In response to member input, the Club has purchased additional 4000 beach towels, 360 umbrellas and now has over 800 beach chairs. In addition to the new beach equipment, new furnishings have been purchased for the Cabana Club pool deck and outdoor dining area. The existing lounge chairs from the pool deck will also be available for member use on the beach this season.

In response to the request for more activities for our children, the Club is introducing a new Kids Camp. The Camp will be run in July and August and feature arts & crafts, games, water activities and more. In addition to the daily camp, a special one-week science camp in conjunction with Balloon Talk will be held in July. Kids will explore the science of Hot Air Ballooning. They will design, build, and test a 4'-6' tall hot air balloon. Teams will launch their balloons, compete with each other and have an opportunity to experience a tethered hot air balloon ride. Additionally, two movie nights and themed Kids Buffet nights are plan for the season.

Club Management Update

Mr. Card joined the meeting at 7:00 via teleconference. Chris opened his remarks with an update on the Clubhouse renovation project. Chris explained that in addition to the major renovation of the dining room and bar area, they decided to remodel the Golf Shop as well as update the bathrooms located on the main floor. Despite the expanded scope of work, the project was on schedule for an early season reopening.

On the golf front, The Dunes course is looking great after the extensive renovations and will reopened for Memorial Day weekend as originally scheduled. As part of the renovation effort a recommendation was made and accepted to modify the course layout. The nines will be flipped, with play now commencing from the current tenth hole. A Grand Re-Opening event open to all golf members is scheduled for May 24th.

The club is also successfully filled all the golf staff positions. Andrew Stolze has been hired as the new Head Golf Professional. Andrew most recently served as the Head Golf Professional at Harrison Lake Country Club in Columbus, Indiana, since 2017. He has also worked as the Head Golf Professional at The Country Club of Indianapolis in Indianapolis, Indiana.

Assistant Pro Taylor Nickerson will be returning after spending the winter as an assistant at Rancho Laquita in California. A second Assistant Pro and a Teaching Pro have also been hired for the 2019 season. Additional information on these hires will be released in May.

Q & A

After his remarks, Chris and responded to a couple of questions from the Board.

- The Q & A kicked off with a question from Mike Forbes about the status of the new Club Fitting program. Chris explained that a room in the existing building at the driving range will be updated to house the club fitting program. It will include fitting carts from multiple vendors, TaylorMade, Callaway, Ping, etc. It will also have a variety of golf shafts and other custom products, in addition to the electronic equipment required to do personalized fittings.
- Mike Murphy inquired about progress on staffing for the season. Chris said it was an on-going effort. They have attended multiple hiring events at colleges and universities and are running New Seabury sponsored Job Fairs to fill openings. Chris is comfortable they will be appropriately staffed for the season.

There being no additional questions, Mr. McGrail thanked Chris for his participation and he exited the meeting at 8:00 p.m.

There being no further business, a motion was made and seconded to adjourn the meeting at 8:10 p.m.

Respectfully submitted,
Richard McGrail
Chair