

BOARD MEETING – April 16, 2025

PRESENT:

LAUREN BIANCHI	SCOT DESORT	STEVEN KOENIGSBERG	BARRY SILBIGER
MICHELLE CROMWELL	MICHAEL ILARDI	MICHAEL LYNCH	MICHAEL STOCKNOFF
ROGER CROOK	GLEN KATZ	DARYL MACELLARO	EVAN TRISLER
PAT DEGNAN	STU KIPILMAN	KRISTEN NEU	NELSON VARGAS
JAMES DEL GRECO			

ADMINISTRATION: Robert Rossmeissl, Esq. & Nicholas Wall Esq.

ARRIVED LATE:

LEFT EARLY:

ABSENT: Daryl Macellaro, Nelson Vargas

Lauren Bianchi, President called the meeting to order on Wednesday, April 16, 2025 at 8:00pm

Greetings & Salute to the flag & Pledge of Allegiance- Led by Lauren Bianchi

Evan Trisler, Roll Call

MOTION #1: Motion to approve the meeting minutes from March 19, 2025 meeting.

Motion by: Lauren Bianchi, President

2nd by: Michael Ilardi, Past President

Discussion:

None

Motion Carried

CORRESPONDENCE

None

GOOD & WELFARE

Francesca Miskowsky, 165 White Meadow Rd: Speaking on behalf of Women's Club. Past several years WC faced difficulty reserving the ballroom for events. Referring to section P1 of the Admin Guidelines. WC was held to a 6 -month rule which refers to groups with discounts. When I read this guideline, WC should be held to the first sentence.

May have worked in the past; there's potential to lose our events that are penciled in. Certain events gear towards holidays. Understand Legal & By-Laws is working on revising this section. Asking board to possibly vote to allow WC to book events Oct-Dec for the end of year.

Kristen: What are you asking for?

Halloween parties, Menorah already booked, tree lighting and cookies with Santa. The first weekend already taken for an event. Was asked to circle back to the office in May.

Kristen: Cookies with Santa: too early to book right now but will reach out.

Lauren: L&BL and E-Board held meetings. L&BL wrote a version to share with others to review and return with feedback. Goal is for L&BL to come up with a solution at their May committee meeting.

Stu: Should vote to allow WC to book these dates. We should support them and the community.
Concern with Country Club making money.

Mike I: Board/Bar & Rental are tasked to make money. Board needs a consensus of what we want. Board should direct this sub-committee before they meet in some direction. Can't expect Country Club to make money if they can't rent out the facility.

Pat: Going in the wrong direction. Community should come first.

Evan: A lot of events are held for community that do drive revenue.

Barry: Significantly lower with Country Club revenue compared to last year.

Glen: We're a community that has a catering hall. Need to find a balance.

Francesca: Winterfest: Bar made about \$1,200, Fall Festival: makes money as well. Take dates of events that we book and see what percentage makes money for Country Club.

Understand there will be a plan at the L&BL meeting but can I call tomorrow and book events for the rest of year? (Halloween, tree lighting and Santa event).

Lauren: Keep in mind we also have other locations. We know the bar is here, but we have pavilions that can be used as well.

Michelle: Water is not available.

Stu: We should support the kids.

Lauren: Consensus to allow WC to officially book Halloween parties, Tree lighting and Santa event.

Kristen: Board packet, last April, already had these events booked.

Board Consensus-YES

Barry Mendelsohn, 53 Oakland Ave: What's the breakeven point with dues where dues would go up?

Mike I: It depends on how Country Club does.

Debt came about because of the separation of POA & CC properties by the auditor and who pays for it. Trying to find a work around.

If Country Club doesn't have the money, POA ends up paying for it.

Barry: If we cut back on dates and CC doesn't get enough income, then dues will go up.

Roger: Sometimes you can't predict because you don't know how the figures look until later in the year.

James: Can we look at what events are bringing money to the bar?

Roger: Can plan dates ahead of time and those dates wouldn't be available for rentals.

Stu: Any ideas how much revenue we lost for rentals? No

PRESIDENT'S REPORT: Lauren Bianchi, President

Sorry I missed the last meeting; was ill.

Resident: food trucks for beaches, pool, A-field
Do we allow food trucks?

Steve: Town no longer giving permits for this. Food truck events are different. Normally, we wouldn't know in advance. We wouldn't have liability because we're not aware of it or paying for it. If you have it at your own home, it's allowed. Difference between public and private hiring. Private-no permit is needed. Only pay for what people order from the truck.

Mike I: According to town, need a special event permit. We need to have a policy stating no outside catering. Resident can have food delivered. Liability can come back to us with allergies, etc because it's on our property. We should state this on the applications (no food trucks).

Pat: Effects our concessionaire; taking money away from her.

Rob: Twp code/special events: They can call any event a special event.
Rob read Township policy.

Kristen: Rob can look into liability and differences of someone bringing in their own food.
Taking business away from concession stand with people bringing in food.
Can the Beach Committee speak to her for a package/tray for rentals at the beach?

Steve: If we have a policy, how do we enforce it? Don't have security and don't want the lifeguard liable. Tulay asked that only ice cream trucks not be allowed. Concession stand is not large enough for her to offer large packages for parties.

Mike I: Policing it is just putting it in the policy so that we have it in writing that it's not allowed. If they violate the contract, then they can't book one again.

James: If we come up with a policy to stop food trucks, what about a wedding.
This building is different because the clubhouse is a catering/banquet hall.

Lauren: **Consensus to not allow hot foods trucks. Board consensus-YES**

TREASURER'S REPORT: Read by Andrea Slater, Accountant
Requested to be copied directly in minutes

Good evening, everyone. Unfortunately, I can't make it to tonight's meeting. Nevertheless, here is my Treasurer's Report. Through the end of the first quarter the POA has collected 1.1M in dues or approximately 52% of our total budget. Compared to last year we are slightly ahead in dues collection. Our expenses total 882K. While this number may seem high, please remember last month I mentioned this amount includes the 400K transfer from surplus. If you remove this from consideration, we are on par with last year's figures up to this point in time.

With the assistance of several committees and office staff, going forward we will be entering Country Club Offsets on a monthly basis. This will allow everyone, board members and staff alike, to have a clearer picture of our financial outlook which more accurately reflects day to day operations. Additionally, I am reiterating our intent to utilize our balance sheet on a more proactive basis using the benefits of accruals, deferrals, and prepaid expenses. As such our numbers will change slightly to show annual expenses spread throughout the year and certain income and expenses reflected via seasonal programs and events, like Camp and Preschool programs.

Moving onto the Country Club, through the end of the 1st quarter we have a Net Income of 13K. Compared to last year this will appear like a dramatic drop in revenue up until this point. However, please note that we have chosen to defer Camp and Preschool income until it is appropriate to recognize those figures. If you take the deferred amounts of 117k for Camp, 135K for Preschool, 9K for Summer Fun, CC Net Income would be comparable to that of last year.

In the last few months there has been extensive conversations in multiple committees over the use of the ballroom and the income generated via rentals and community events. I've created a detailed analysis and comparison for this quarter and the remainder of the year compared to 2024. The results were surprising.

Through March 2025	For all of 2025
3 Less Ballroom Rentals	25 Less Ballroom Rentals
An equal amount of Gold Lounge Rentals	22 Less Gold Lounge Rentals
1 Additional Event	16 Less Community Events
In Total 2 Less Uses of the Clubhouse	In Total 63 Less Uses of the Clubhouse

For this quarter, Bar & Rental had income of 91K compared to 133K last year. From that figure Rental income accounts for 28K compared to 56K last year. When netted Bar & Rental is at 18k compared to 65K for the same timeframe last year. The overall consensus is both, rentals and community events are down. I caution everyone, we MUST ensure we maintain or exceed 2024 income and that the Country Club stays viable. If it does not, we risk having POA members foot the bill for Country Club annual losses via increased dues. For your convenience, I have included my analysis report and a quarterly B&R Report which I will ask Suzie to supply to the board.

Andrea: If you have any questions, you can ask but best to email us your questions/concerns.
Reminds everyone that the accounting department cuts checks once a week; Wednesday mornings; otherwise it won't get cut until the following week.

Kristen: Question for Bar & Rental: Income down and expenses up. Can we get an explanation as to why and give us an answer next month.

LEGAL COUNSEL'S REPORT

None

COMMITTEE REPORTS

Pat: 10/16, 8am-3pm, CAI conference & Expo.

Lake/Barry: Survey of lake will be done tomorrow

Mike L: The canoe competition is a week away. Meeting with them on Monday and they will give us their COI.

Arrive at 6am and races at 10am

Michelle: Can residents be allowed to be on the lake on their boats during the canoe competition?

Mike L: Believe so, they are not going far offshore.

Camp/James: 44% on income, almost fully hired for staff

Technology/Scot: Preschool wi-fi and fire alarm installed. Thanks Rudy/Ilene for donating their routers to the school.

Mike I: Kurt was able to get the permit for addling the eggs.

Pat: Enrollment for "25-26" preschool year: 2 day-5, 3-day 20/full, 5 day-15 in 5 day.

Any update on deck?

Steve: By the end of next week, it will start looking like a deck. Hoping to be done by the end of April.

OLD BUSINESS

MOTION #2: Revising Motion #11 from March 19, 2025 to contract Lake Management Sciences to perform applicator services for the 2025 season at a cost of \$40,720 (includes taxes, permit fees and filings). Monies to come from line 521.01.

Motion by: Barry Silbiger, Director

2nd by: Michael Iardi, Past President

Discussion:

None

Motion Carried

NEW BUSINESS

Application for Household Membership-Renewal (1)

MOTION #3: Motion to purchase gamefish and baitfish for Spring 2025 stocking (species and quantity in explanation below) from Zetts Fish Farm at a cost of up to \$1,800 from line 521.03 and a cost of up to \$2,700 from line 522.17. Includes tax and delivery.

Motion by: Michael Lynch, Director

2nd by: Lauren Bianchi, President

Discussion:

Are there any other vendors?

Yes, but not all carry everything and can only use companies allowed with a permit by the state.

Motion Carried

BEACH FYI: Purchased umbrellas, umbrella bases and chairs for the Drum pool deck from Walmart at a cost of \$1,244.25. Money to come from line 503.09.

Chairs came in but not the quality we expected. Refund will come thru and then will order again.

MOTION #4: Motion to purchase 2 AED's from Heartfelt Harmonies at a cost not to exceed \$1,900. Monies to come from line 503.06 and will not overspend the line.

Motion by: Michelle Cromwell, Director

2nd by: Michael Iardi, Past President

Discussion:

Did you check disposables for other AED's? Yes, we ordered a new battery as well.
Are these the same models that we currently have? No.

Motion Carried

Glen: Thanks Kiersten for helping us to get these new AEDs.

ATHLETICS FYI: Paid the Hub Lakes League \$1,239 for our dues, boosters, awards and equipment. Money to come from line 501.03.

Do we have men's golf? Yes, it's a one-day tournament. Same for women.
This year will have a tennis tournament and pickleball is new in the competition.

MOTION #5: Motion to hire Sara Vojta as the WML Head Swim Team Coach for the 2025 season at a salary discussed in closed caucus.

Motion by: Glen Katz, 2nd Vice President

2nd by: Lauren Bianchi, President

Discussion:

None

Motion Carried

MOTION #6: Motion to hire Zoey Biddleman as the WML Assistant Swim Team Coach for the 2025 season at a salary discussed in closed caucus.

Motion by: Glen Katz, 2nd Vice President

2nd by: Pat Degnan, Director

Discussion:

None

Motion Carried

GOOD AND WELFARE:

James DelGreco, 5 Wenonah Ave: Not sure if we need a consensus for zoom meetings.
Consensus on having more meetings using Teams along with the live meeting.

Lauren: Historically it's up to the committee chair if they want to use teams or zoom.

ADJOURN AT 9:33pm

Motion by: Lauren Bianchi, President

2nd by: Michael Iardi, Past President

Next Board Meeting is May 21, 2025

Written & Submitted by: Suzie Palazzo
Approved by: Lauren Bianchi-President