



**NEW JERSEY  
CHAPTER**

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**CLUB MANAGEMENT  
ASSOCIATION OF AMERICA**

Report  
For  
Annual Meeting  
November 11, 2024

Bay Head Yacht Club  
Bay Head, NJ

## Table of Contents

|  |       |
|--|-------|
| Annual Meeting Agenda .....                          | 3     |
| President’s Report .....                             | 4-5   |
| Secretary/Treasurer’s Report .....                   | 6     |
| Awards.....  | 7     |
| Corporate Partnership Program.....                   | 8-9   |
| Club Foundation.....                                 | 10-12 |
| Education .....                                      | 13-14 |
| NJ Internship Program .....                          | 15    |
| Legislative Affairs.....                             | 16    |
| Membership .....                                     | 17-18 |
| NJ Club Foundation.....                              | 19-23 |
| NJ Club Chefs.....                                   | 24    |
| Student Chapter: Fairleigh Dickinson University..... | 25-27 |
| Strategic Planning .....                             | 28-29 |
| Food & Wine Experience.....                          | 30-31 |
| Wine Society.....                                    | 32-33 |
| Women in Club Management .....                       | 34    |
| Yo Pro .....   | 35    |
| Nominating Committee.....                            | 36    |
| Year End 2024 P&L .....                              | 37    |



**Annual Meeting Agenda  
Monday, November 11, 2024**

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- Meeting called to order by President Holly Bilotti, CCM
- Pledge of Allegiance
- Roll Call. Recognition of all new members and Recognition of prior Chapter Presidents
- Approval of Minutes from 2023 Annual Meeting: James Creamer, CCM  
Secretary/Treasurer
- Report on Behalf of Board of Directors by Holly Bilotti, CCM
- Acknowledgement of Corporate Partners
- NJ Club Foundation and Scholarship Awards: Joseph Kuntar, NJCF Scholarship Chair
- Edward Dollinger Scholarship: Joseph Kuntar, NJCF Scholarship Chair
- Rita F. Galante Scholarship: Joseph Kuntar, NJCF Scholarship Chair
- Karl Habib Wine Society Scholarship: Joseph Kuntar, NJCF Scholarship Chair
- Report of Nominating Committee: Ryan Brennan, CCM, Nominating Committee Chair  
Nominations from the Floor  
Election of Class of 2026  
Election of President
- Installation of 2024-2025 Board of Directors: Past President Joseph Mendez, CCM, CCE
- Board of Directors Plaque Presentations
- Closing remarks
- Adjournment



## **Presidents Report**

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As we conclude a productive and eventful year in 2024, I am pleased to share the accomplishments and highlights of the New Jersey Club Management Association. Through our collective dedication, we have made significant strides in education, professional development, and strategic planning, reflecting our commitment to excellence within the industry.

### A few highlights from key Conferences and Events

- **Atlantic City Annual Conference: 2024 Atlantic City conference** provided a platform for NJCMA members to engage in professional development, networking, and skill enhancement. We received great feedback on both presenters Kent Julian and Jeff Havens
- **CMAA World Conference in Las Vegas: The World Conference**, held in Las Vegas with 73 NJ attendees, brought together club management professionals from around the globe, providing NJCMA members with opportunities to connect with industry leaders, exchange ideas, and bring back fresh insights to New Jersey clubs. The sessions covered a wide range of topics, including member engagement, technological advancements, and sustainability in club management.

### Membership Growth and Certification Achievements

- **New Member Recruitment:** This year saw successful recruitment, with 26 new members joining NJCMA, enriching our community with fresh perspectives and enthusiasm. Efforts to engage and welcome these new members have further strengthened our organization.
- We are proud to recognize members who have achieved their Certified Club Manager (CCM) designations this year, reflecting a commitment to professional excellence.

### Congratulations to:

- Brian Bauer, PGA, CCM
- James Creamer, CCM
- Cory Melroy, CCM
- Stefanie Peters, CCM
- Paulette Strauss, CCM
- Denise Quadrel, CCM

Their dedication and hard work not only advance their personal careers but also elevate our entire organization.

NJCMA and McMahon Group continues their Strategic Partnership: The NJCMA board has forged a strategic partnership with the McMahon Group to outline and achieve our association's long-term goals.

This collaboration has been instrumental in developing a roadmap for future growth and sustainability. A follow-up meeting is scheduled during the upcoming winter retreat to further refine these strategic initiatives and ensure alignment with our evolving objectives.

As I conclude my two-year term as chapter president, I am deeply grateful for the opportunity to serve and lead this remarkable organization. It has been an honor to contribute to the growth and success of NJCMA, and I hope to remain a valuable resource for our members. My sincere thanks to all of you for your support, collaboration, and unwavering commitment to our shared goals.

Together, we look forward to another successful year in 2025, building on the solid foundation we have laid and continuing to advance the club management profession in New Jersey.

Holly Bilotti, CCM

President



## **Secretary's/ Treasurer's Report**

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### Audited Financial Statements:

- Attached please find the audited financial statements for FY 2023
  - Letter of representation
  - Statement of Assets, Liabilities, and Net Assets
  - Statement of Revenues, Expenses, and Net Assets

### Current Year – FY 2024:

The Chapter ended FY 2024 with a \$14,831.22 surplus.

- Please see the attached October 31, 2024 Chapter financial statement. Page 28

### Current Cash Position:

- As of November 1, 2024, we have a cash balance of \$279,085.68

### NJ Club Foundation:

- In 2024, the Chapter collected \$4,225.00 in donations to the NJ Club Foundation along with our annual dues billing. The Foundation appreciates your continued support!



## **Awards Committee**

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The NJCMA chapter highlights for the year 2024 are as follows

- Six members of the chapter received their Certified Club Managers Designation
  - Brian Bauer, PGA, CCM Cobblestone Country Club
  - James Creamer, CCM- Bay Head Yacht Club
  - Cory Melroy, CCM-Spring Lake Golf Club
  - Stefanie Peters, CCM-Orange Lawn Tennis Club
  - Paulette Strauss, CCM-Edgewood Country Club
  - Denise Quadrel, CCM -Mendham Golf & Tennis Club
  
- One member of the chapter received their Certified Club Executive Designation
  - Cindy Williams, CCM CCE who received her CCE designation
  
- James Singerling Scholarship
  - Artie Keenan, Food & Beverage Director, Bay Head Yacht Club, Bay Head, NJ
  
- Congratulations to the following Clubs on their recent status of Platinum Clubs of America.

### **Golf Clubs**

Baltusrol Golf Club  
Hollywood Golf Club  
Trump National Golf Club Bedminster

### **Country Clubs**

Canoe Brook Country Club

### **Yacht Clubs**

Bay Head Yacht Club

### **Honorable Mentions**

Trump National Golf Club Colts Neck



**NEW JERSEY  
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## **2024 NJCMA Annual Corporate Partnership Report**

**Ryan Brennan, CCM-Chair**

**Holly Bilotti, CCM-Vice Chair**

### **Corporate Partnership Program Committee**

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Committee members: Michael Pollack, Albert Costantini, Ryan Brennan, Peter Cafaro (JBD,JGA)

In 2024, our Corporate Partnership Program brought into the foundation \$205,000

The Sponsorship program brought in the following sponsors and income this year.

Platinum sponsors – Condon, O’Meara, McGinty and Donnelly, LLC; Insperity, On The Rocks, Sysco

Gold Sponsors – Judd Brown Designs/Jefferson Group Architecture; Donnelly Construction; RPS Bollinger/Arthur Gallagher; Gallo NJ

Silver Sponsors – Allied Beverage; Club Procure; EZ-Go; Garguilo Produce; In Vino Veritas, RedCom; Rogers McCagg Planners, Designers, Architects; Storr Tractor; Titos Handmade Vodka; Vic Gerard Club Cars;

Bronze Sponsors –Avendra; Baldor; Biltmore Career Apparel; Blooming Buds; Champion Gin, Charles Snack Foods, Clubessential; Eosso Paving; Ecker Brothers; Fedway; GSI Executive Search; Jonas Club Software; MembersFirst; MJ Frank; Opici Family Distributing; Paris Gourmet; Pascal Coffee Roasters; Preferred Business Systems; Riveria Produce; Sea Breeze; Wilson Daniels; Victory Pest Control

Total Platinum sponsors -4

Total Gold Sponsors –4

Total Silver Sponsors – 10

Total Bronze Sponsors – 22





**NEW JERSEY CHAPTER**  
 CLUB MANAGEMENT  
 ASSOCIATION OF AMERICA

**NJCF THANKS ITS CORPORATE PARTNERS**



**PLATINUM**



**GOLD**



**SILVER**



**BRONZE**





## **The Club Foundation**

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The Club Foundation was created in 1988 as the only 501 (c) 3 organization focused solely on the club industry. The Foundation seeks to fund the life cycle of a club manager's career. Therefore, The Club Foundation provides dollars for the following five key areas: 1) Students 2) Faculty 3) Club Managers 4) CMAA Chapters 5) Industry at Large. The Club Foundation has a donor base of constituents that seek to further the knowledge and skills of those individuals that operate country clubs, yacht clubs, city clubs and more. .

The mission of The Club Foundation is to financially support the club management profession through education, research, and outreach initiatives.

**Education:** Chapters, Club Managers, Students, and Faculty all benefit from grants and scholarships from The Club Foundation. Your donation supports the professional development of club managers through four signature scholarships: Willmoore H. Kendall Scholarship, LaRocca Family Executive Scholarship, Sally Burns Rambo Scholarship, and James B. Singerling Scholarship. Undergraduate students receive funding through the annual Joe Perdue Scholarship.

**Research:** The Club Foundation funds research that provides lasting benefit for the club industry.

**Outreach Initiatives:** Caddy For a Cure, Nextgengolf, and Tee It Up For The Troops are the three charities that The Club Foundation supports on an annual basis. In addition, The Club Foundation also supported Hurricane Relief efforts Florida, Texas, and the Carolinas as well as for disaster relief for Napa and Sonoma and a donation to GLIDE in San Francisco, site of the 2018 World Conference.

The following scholarships are available through the national Club Foundation. I encourage all of you to promote these opportunities to those qualifying individuals at your clubs:

### **Sally Burns Rambo Scholarship – Due September 1**

The Sally Burns Rambo Scholarship is for female club managers interested in professional development.

Applicant eligibility requirements:

- Female;
- Current CMAA member;
- Minimum three years of Professional Membership with CMAA at the application deadline.

**Awards:**

Recipient receives the tuition costs and up to \$1,000 in reimbursed travel expenses to attend their choice of one Business Management Institute course.

### **James B. Singerling Scholarship – Due December 1**

The James B. Singerling Scholarship is for first-time CMAA World Conference attendees.

Applicant eligibility requirements:

- Current CMAA Professional or Alumnus member;
- Never attended CMAA World Conference as a Professional (student attendance is accepted).

Awards:

- Recipient receives a Full Registration and up to \$1,000 in reimbursed travel expenses to attend the upcoming year's CMAA World Conference on Club Management and Club Business Expo.

**Willmoore H. Kendall Scholarship – Due to the chapter for nomination by October 1, Due to CF with a chapter letter of support by November 1**

The Willmoore H. Kendall Scholarship is for CMAA members pursuing the Certified Club Manager (CCM) designation. This application requires a letter of support from a Chapter Officer.

Applicant eligibility requirements:

- Current CMAA member;
- Committed to a career in the club industry;
- Actively pursuing the Certified Club Manager (CCM) designation;
- Have at least one Business Management Institute course remaining;
- Nominated by their CMAA chapter.

Awards:

- Based on scoring by the Allocation Committee
- Recipient receives the tuition costs for ALL of the following courses required for certification eligibility\*:
- BMI Club Management (formerly BMI I);
- BMI Leadership Principals (formerly BMI II);
- BMI General Manager/Chief Operating Officer (formerly BMI III);
- BMI Golf Management or BMI Food & Beverage;
- BMI Certification Review Course (including study guide);
- And Certification Exam fees.

\*Note: Travel, lodging and meals expenses are the responsibility of the recipient.

Applications are due to the chapter for nomination by November 1 and to the Foundation with the chapter's letter of support by December 1. The application may be found on the Foundation website at: <http://www.clubfoundation.org/kendallscholarship.htm>

**LaRocca Family Executive Scholarship – Due December 1**

In 2010, recognizing how much The Club Foundation has impacted their careers, the LaRocca Family stepped forward to give back to the industry by making a generous contribution to the Foundation. The LaRocca Family Executive Scholarship was created to both honor their commitment to professional development and to recognize their continued support of The Club Foundation. The purpose of this scholarship is to provide financial support to club managers interested in both furthering their own professional development, as well as helping others achieve their career goals.

Applicant eligibility requirements:

- Current CMAA member;
- 10 years of club management/supervisory experience;
- Serves as the top executive at their club;
- Takes an active role in mentoring.

Awards:

- The Club Foundation will award scholarships annually, based on the availability of funds and merit of application. This scholarship may be used for the tuition cost and up to \$1,000 in travel expenses (airfare and accommodations) to attend your choice of one of the following BMI courses:
  - BMI Tactical Leadership
  - BMI Strategic Leadership
  - BMI International
  - BMI Food & Beverage
  - BMI Golf Management
  - BMI Wine & Food Experience

A second mentoring component of this scholarship allows the recipient to designate funds for a manager that they are mentoring to be used for their choice of the following:

- CMAA Dues (both National and Chapter dues)
- A Full Registration and up to \$1,000 in travel expenses to attend a CMAA World Conference
- A Full Registration and up to \$1,000 in travel expenses to attend a CMAA Legislative/Leadership Conference

Scholarship awards will be granted based on recommendations made by The Club Foundation Allocation Committee and approved by The Club Foundation Board of Governors.

**Awardees will have two years from the receipt of the scholarship to utilize the funds.**

### **Joe Perdue Scholarship-Due June 1**

A role model and mentor to all, Joe Perdue, CCM, CHE, created and led CMAA's Business Management Institutes, elevated CMAA's education and certification pathways, and served The Club Foundation Board of Directors for several decades. Joe was a former club manager who transitioned to academia and paved the way for the success of tens of thousands of club leaders and club management students all around the world. To honor his numerous contributions to CMAA, CF, and individual club leaders, the Joe Perdue scholarship provides financial support to student members interested in furthering their professional career in the club industry.

The Joe Perdue Scholarship provides tuition support to students who are pursuing careers in club management. Any individual who is actively seeking a managerial career in the club industry and is currently attending an accredited, four-year college or university undergraduate program may apply to The Club Foundation for aid.

Candidates must provide strong evidence that they are pursuing managerial careers in the private club industry. A candidate must have completed his/her freshman year of college and be enrolled for the full upcoming academic year in an accredited four-year institution.



**2024 NJCMA Annual Education  
Report**

**Alexander Mueller, CCM-Chair**

**James Creamer, CCM -Vice-Chair**

**Denise Quadrel, CCM & Jill Stabile,  
CCM – Education Committee Members**

**Education Committee**

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**Summary of Education Sessions for 2024:**

January 10<sup>th</sup> – Michael Shadiack  
Employment Law  
Host Club: Park Ave. Club

January 22<sup>nd</sup> – 1-Day Workshop  
Jeff Havens & Kent Julian  
Venue: Borgata Hotel & Casino

February 9<sup>th</sup> – Rebecca Dowd  
Host Club: Navesink CC

March 26<sup>th</sup> – Ben Hopkinson  
Host Club: Cedar Hill G & CC

\*Vendor Show – 3/28 at Cedar Hill CC, Livingston, NJ

April 9<sup>th</sup>-Three & Jackie Carpenter  
Host Club: Suburban Golf Club

April 16<sup>th</sup> – Culinary Institute of America  
Field Trip-Wine education

May 14<sup>th</sup> – Henry DeLozier-Peter Cafaro  
Host Club: Echo Lake CC

June 4<sup>th</sup> – Patrick Hynes-Brad Steele  
Webinar

Sept. 19 – Edward Castelli & Joe Hart  
Host Club: Montammy Golf Club

October 1<sup>st</sup> – Rick Coyne -  
Skip Avery  
Host Club: Essex Fells CC

November 5<sup>th</sup> – 1-Day Workshop  
Corey Saban & Kristen Hoey  
Host Club: Edgewood CC

\*Food & Wine Event – 10/15 at Crestmont CC, West Orange, NJ

\*Annual Meeting & Wine Dinner – 11/11 at Bay Head Yacht Club, Bay Head, NJ

\*Holiday Party – 12/2 at Rockaway River Country Club, Denville, NJ

I'm also happy to say that we have reserved our Keynote Speakers for the 1-Day Workshop in Atlantic City. They are Dan Irvin who was the Opening Keynote Speaker at LLC 2 years ago and Ben Lorenzen, who spoke at last year's CMAA Conference and has spoken at our 1-Day Workshop back in 2020. In addition to our two speakers, Bill Shonk from National will be speaking as well, providing us with an update on what is going on within CMAA for

2025. Met with Rosemary and James, and have started putting together the 2025 education calendar, several key dates have already been addressed. By the end of this year, we should be in good shape for the 1st half of the year with the 2025 education calendar.

Respectfully submitted:

Alexander Mueller, CCM – Chair  
James Creamer, CCM – Vice-Chair



## **NJ Club Internship Committee**

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The 2024 NJCMA Internship Digital Booklet was successfully updated and distributed to schools with hospitality programs within the tri-state area by the end of March 2024. Several interns were placed due to this book and we hope to continue to get good participation by clubs as we help to continue to grow the next generation of club leaders.



## **Legislative Affairs Committee**

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Throughout the year there have been updates provided by CMAA on various issues related to the legislative and regulatory issues impacting the industry.

### **On the Horizon: 2025 Tax Showdown Holds Potential Impact for Non-Profit Clubs**

Congress's major priority for 2025 will be addressing expiring tax cuts and other considerations. As they consider offsetting these tax cuts for the future, they will be seeking new avenues for revenue. One of the areas for new sources identified to offset deficits is new taxation for non-profits (across the 501c spectrum).

Think tanks like the Tax Foundation have already identified the non-profit sector as a potential source of revenue and suggested that non-profits, including 501(c)(7) clubs and 501(c)(6) associations, should face new tax rates. [Read more.](#)

### **First Half FY 2025 H-2B Visas Exhausted**

As of September 18, US Citizenship and Immigration Services has received enough petitions to exhaust the supply of 33,000 H-2B visas allocated for the first half of Fiscal Year 2025. In 2024, this same allotment of visas was exhausted on October 11. [Read more.](#)

### **The ABCs of Music Licensing**

The number of performing rights organizations has been growing in recent years. What are ASCAP, BMI, SESAC, and what about GMR? Clubs must obtain a licensing fee to obtain the legal permission required to perform copyrighted music under the US Copyright Law. This includes live music performances and recorded music. Find out about your club's responsibilities and how to take advantage of CMAA negotiated discounts.





**NEW JERSEY  
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CLUB MANAGEMENT  
ASSOCIATION OF AMERICA

**2024 NJMA  
Membership/Ambassador/Welcoming/  
Orientation Annual Report  
Holly Bilotti, CCM – Chair  
Paulette Strauss, CCM– Vice-Chair**

**Membership/Ambassador/Welcoming /Orientation Committee**

Thank you for the continued support and participation to promote our chapter's growth. To date we have taken in a total of 31 new NJCMA members (26 new members and 5 transferring from other chapters). Unfortunately at this time we are short of our 2024 new membership recruitment goal of 31 set by CMAA at this time but we have til December 31<sup>st</sup> to achieve our goal.

Thank you for your continued support and participation in promoting the growth of our chapter. Your efforts and engagement are critical in helping us foster a vibrant and connected membership.

To date, we have welcomed a total of **31 new NJCMA members**, including **26 new members** and **5 members transferring from other chapters**. While this is a significant achievement, we are currently short of our 2024 new membership recruitment goal of **31 new members**, as set by CMAA. However, we remain optimistic and committed to reaching this target by the end of the year, with **December 31st** as our final deadline.

We encourage everyone to continue sharing the benefits of our chapter with potential new members and supporting our initiatives to grow our association.

Thank you again for your dedication and contributions. Let's keep pushing forward as we strive to meet and exceed our membership goals.

## New Members

|                         |                            |   |
|-------------------------|----------------------------|---|
| <b>New:</b>             |                            |   |
| Anna Podolako           | Fiddlers Elbow CC          | Asst. Clubhouse Manager                       |
| William Coffman         | Montclair Golf Club        | Restaurant Manager                            |
| Jack Galling            | Hollywood Golf Club        | Bar Manager                                   |
| Ryan Leonard            | Preakness Hills CC         | Assistant Clubhouse Manager                   |
| Matthew Zuckerman       | Trump National Bedminster  | Assistant Clubhouse Manager                   |
| Jennifer Schwindel      | Crestmont CC               | Director of Catering                          |
| Conner Garrett Wilk     | Bayonne Golf Club          | 1st Asst. Golf Professional                   |
| Tom Smith               | Lake Mohawk GC             | General Manager/COO                           |
| Cassandra Knowlton      | Liberty National Golf Club | Events Director                               |
| Christopher Selser      | Lake Valhalla Club         | General Manager                               |
| Matt Blanck             | Metuchen Golf & CC         | Beverage Manager                              |
| Nato Giordano           | Eagle Oaks Golf Club       | Chief Operating Officer                       |
| Michael Treible         | Ramsey Golf & Cc           | General Manager                               |
| Megan Rahey             | Upper Montclair CC         | Catering Manager                              |
| Luis Villavizar         | Cedar Hill Golf & CC       | F & B Director                                |
| Ana Mora                | Glen Ridge CC              | Asst Dining Room Manager                      |
| Anthony Pagliari        | Spring Dale Golf Club      | General Manager                               |
| Estephany Perez         | Canoe Brook CC             | Food & Beverage Manager                       |
| Elisabeth James         | Fairmount CC               | Food & Beverage Manager                       |
| Lara Rosato             | Essex County CC            | Events & Communications Director              |
| Alejandro Daniel Perez  | Knickerbocker CC           | Dining Room Manager                           |
| Paige Hoheneder         | Glen Ridge CC              | Events Director                               |
| Kylie Forster           | Bay Head Yacht Club        | Asst. Food & Beverage Manager                 |
| Lorena Koidl            | Bay Head Yacht Club        | Events Manager                                |
| Wayne Buchanan          | Glen Ridge CC              | Executive Sous Chef                           |
| Corey Fischer           | Canoe Brook CC             | CFO   |
| Jessica Mascali         | Manasquan River GC         | Director of Marketing & Communications        |
| Jose Roberto Mora-Mende | Montclair Golf Club        | Assistant Restaurant Manager                  |
| Chad Torcino            | Montclair Golf Club        | Event Operations Manager                      |
| Maya Jarkowsky          | Mountain Ridge CC          | Dining Room Manager                           |
| Rachel Lewis            | Mountain Ridge CC          | Assistant Catering Manager                    |
|                         |                            |   |
|                         |                            |   |
|                         |                            |   |
|                         |                            |   |
| <b>Transfers</b>        |                            |   |
| Anthony Arbeeny         | Nassau Club of Princeton   | General Manager from City of NY               |
| Nikki Codis             | Indian Trail Club          | Assistant Manager from City of NY             |
| Susan Aylward CPA       | Baltusrol Golf Club        | Chief Financial Officer from Michigan Chapter |
| Alex Vitale             | Manasquan River Golf Club  | Clubhouse Manager from Florida Chapter        |
| Gregory Colombo         | Echo Lake CC               | General Manager from Michigan Chapter         |



## **NJ Club Foundation Committee**

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Established by the New Jersey Club Managers Association in 1996, the New Jersey Club Foundation is a non-profit organization incorporated under the laws of the State of New Jersey. NJCF was the collaboration of several Club Managers. The purpose of the Foundation is to enhance educational opportunities for Club Managers and college students pursuing a degree in Club Management, as well as contribute to the community through charitable giving. The Board of Directors consists of twelve Members: eight CMAA New Jersey Chapter Members, a financial advisor, a student/faculty advisor, and two individuals from Club-related industries.

- Advance the Club Management profession by supporting educational programs for Managers and Assistant Managers.
- Create a greater awareness of professional opportunities in the Private Club industry by providing financial assistance to individuals interested in Club Management and/or Hospitality.
- Promote the profession of Club Management through academic programs offered by Colleges, Culinary Schools and Universities.
- Disseminate professional information to allied associations, academic institutions, and other hospitality-involved groups.
- Contribute to worthy charitable organizations.

**Market Review** Our portfolio remains very strong with over 1.522 million in the account.

**Scholarship/Grants:** We have also made the following changes to our Student Scholarship program as approved by the Board at February's meeting:

- For the year beginning 2024 we have implemented an increase of scholarship money available under the Student Scholarship Program from \$20K to \$30K.
- For the year beginning 2024 we have implemented an increase from a \$1,500 max. allowable award to a \$2,500 max. allowable award for each community college student selected.

The Foundation awards Student Scholarships annually for students that are enrolled in various Hospitality Programs. 4 scholarships were awarded as follows: Marissa Valentine, Isabelle Stecher and Regina Tenor all from FDU received \$5,000 each and Trinity Lubiak of University of Massachusetts Amherst received \$2,500.

- 3 Tuition assistance (TAP) grants were given out this year totaling just under \$2,454
- 18 plus 3 pending BMI reimbursements were given out totaling \$48,075

- We will also be giving out grants for Karl Habib Wine Scholarship, Rita Galante and Edward Dollinger Scholarships at the Annual Meeting.

**Edward Dollinger Scholarship:** The New Jersey Club Foundation has established this Scholarship in memory of long time Chapter member Edward A. Dollinger.

Ed Dollinger has been a member of CMAA (Club Management Association of America) since 1984. He managed many Private Country Clubs in the state of New Jersey. He was a devoted member of the NJ Chapter holding the title of Chapter President four times. He also held the titles of Vice President, Education Chairman and Board Member. Mr. Dollinger was one of the founding members of the NJCF and Honorary member of the NJCMA. His decision to be in the hospitality industry illustrated his gift of “having a knack” for making people happy and for entertaining.

The purpose of this scholarship is to provide the opportunity for a Male or Female Professional Member, of the New Jersey Chapter of the Club Management Association of America, to attend the CMAA World Conference and Business Expo.

**Rita F. Galante Scholarship:** The New Jersey Club Foundation has established this Scholarship in memory of long time Chapter member Rita F. Galante.

She worked for 25 years at the Maplewood Country Club, rising to become general manager. Her success at Maplewood led Forest Hill Field Club in Bloomfield, N.J., to hire her as general manager, the position she held until her retirement in 1993.

In 1975, Rita Galante became the first women from New Jersey admitted to the Club Managers Association of America, and NJCMA. Always a dynamic presence, Rita was active in the New Jersey chapter of the Club Managers Association of America, joining the Board of Directors in 1977. She was the first woman elected President of the New Jersey chapter, a position she held from 1984-1986 and again in 1991-1992. In all, she served on the Board of Directors for 15 years.

The purpose of this scholarship is to provide the opportunity for a Female Professional Member, of the New Jersey Chapter of the Club Managers Association of American, to attend the CMAA World Conference and Business Expo for the first time

**Karl Habib Wine Scholarship:** Karl Habib was a member of the NJCMA Board of Directors and the Chairman of the NJ Club Managers Wine Society. He currently serves on the CMAA Wine Society Board of Managers. Karl’s vision was to raise funds to provide a scholarship opportunity to an aspiring Club Manager who was passionate about wine and eager to increase their wine knowledge.

Hosting winemaker luncheons has been a successful way for the committee to raise funds for the scholarship, as well as providing members continuing wine education opportunities. The purpose of Karl G. Habib New Jersey Wine Society Scholarship is to provide tuition for a Mid-Level NJ Club Manager who has a passion and love for wine, and is interested in continuing his or her professional development to attend a BMI Wine & Food Experience, Sommelier Certification Program or other educational opportunity as approved by the NJ Wine Society Committee. The NJ Wine Society awards a scholarship annually, based on the availability of funds and merit of application. In order to help recipients expand upon their knowledge of wine,

the scholarship will cover the registration fee associated with the BMI Food & Wine Experience, Sommelier Certification Program, (or other agreed upon wine education) and related travel and housing expenses (upto \$5,000).

**NJCF Golf Outing:** The 2024 NJ Club Foundation Golf Outing was held on August 26th at Hamilton Farm Golf Club.

Record participation, there were 184 golfers, Of the 184, 88 were from Clubs, 91 Sponsors & 5 vendors. There were also 20 paid dinner guests plus several Charity representatives.

Sincere thanks to the following vendors who contributed to the 2024 New Jersey Club Foundation Golf Outing through our Corporate Partner Program:

**PRESENTING SPONSORS**

Condon, O'Meara, McGinty & Donnelly LLP  
Insperity  
On The Rocks  
Sysco Metro New York

Sincere thanks to the following vendors who contributed product and/or services to the 2024 New Jersey Club Foundation Golf Outing:

- Beverage Cart Sponsor - In Vino Veritas-Michael Bajdechi
- Hole in One Cars- Prestige Lexus of Ramsey
- Golf Carts-EZ Go-Andy Bulizak-Nicholas Roberto

Additional Vendors who donated products or services:

|                        |                          |
|------------------------|--------------------------|
| Ace Endico             | Martinez Cigars          |
| Belvedere Vodka        | Monarch Seafood          |
| Casamigos              | On The Rocks             |
| Cincoro Tequila        | Prestige Lexus of Ramsey |
| Columbia Inn           | Ryujin Sushi             |
| EZ Go                  | Square Fare              |
| Gallo Wines/High Noons | Swag Golf                |
| Glenmorangie           | Thumanns                 |
| Golden Bay Distillery  | Titleist                 |
| Horse Soldier Bourbon  | Titos Vodka              |
| In Vino Veritas        | Will Fern, Magician      |
| Joseph Phelps Winery   |                          |

Special thanks to all the clubs who donated various items:

|                             |                              |
|-----------------------------|------------------------------|
| Bay Head Yacht Club         | Hollywood Golf Club          |
| Beacon Hill Country Club    | Manasquan River Golf Club    |
| Canoe Brook Country Club    | Maplewood Country Club       |
| Deal Golf & Country Club    | Metuchen Golf & Country Club |
| Edgewood Country Club       | North Jersey Country Club    |
| Fairmount Country Club      | Panther Valley Golf Club     |
| Fiddlers Elbow Country Club | River Vale Country Club      |
| Hamilton Farm Golf Club     | Rumson Country Club          |

Silver Spring Country Club  
Spring Brook Country Club

Suburban Golf Club  
Upper Montclair Country Club

**Food & Wine Experience** : The FDU Student Chapter ran the annual wine pull at the Food & Wine Experience which raised \$1,640. They sold 65 bottles of wine that were donated from clubs and vendors.

**Charities:** The NJCF Golf Outing donates to three different charities annually. The Board needs to select a new charity to replace Hemophilia Association of America, whose 3-year commitment was satisfied this year. The other two charities are: • POAC (Parents of Autistic Children) (expires in 2025) \*NJ Golf Foundation (expires in 2026)

Earlier this year, the NJCF paid the third installment of \$10,000 of a 5-year, \$50,000 commitment to the CMAA Club Foundation. The Foundation can choose to renew this relationship or choose to go in a different direction.

The 5 charities received NJCF donations this year from the golf outing are:

- POAC - \$5,000
- Hemophilia Association of America - \$5,000
- NJ State Golf Foundation - \$5,000
- Camp Fatima - \$5,000
- Hession Foundation - \$2,500

Other Charitable donations include: \$42,500

\$5000 NJ State Golf Foundation  
\$5000 POAC Parents of Autistic Children  
\$5000 Hemophilia Association of New Jersey  
\$5,000 Camp Fatima  
\$2500 Hession Foundation  
\$10,000 The Club Foundation  
\$5,000 Carolinas Chapter for Hurricane Relief  
\$5.000 Florida Chapter for Hurricane Relief

**Corporate Partnership Program:** Corporate partners were asked to renew for their 2023-2024 year. The program now has 40 sponsors in the program across all categories. A total of \$205,000 was received in 2024 from sponsors

**Atlantic City Workshop:** The 2024 workshop will be held at the Borgata on Sunday/Monday January 12<sup>th</sup> & 13<sup>th</sup> featuring Dan Irvin and Ben Lorenzen.

**2025 NJCF Golf Outing:** The 2025 Golf Outing will be held at Fiddler's Elbow Country Club in Far Hills on August 4, 2025.

**CPP Vendor Show:** The 2025 show is scheduled for March 25, 2025 at Cedar Hill Golf & Country Club.

NJCF continues to evolve and grow its funding and will continue to look for more ways to achieve the two core missions: support education and donate to local charity. NJCMA Members are encouraged to get involved in continuing to develop this program and to take advantage of the opportunities the scholarships present.

I thank you for the opportunity to have served as the 2024 Foundation Chairman and would like to thank the Members of the NJ Club Foundation Board for their dedication and service:

**2024 NJ Club Board of Directors**

Ryan Brennan, CCM, Chair  
Holly Bilotti, CCM, Vice-Chair  
Jeff Willey, CCM, CPA, Treasurer/Secretary  
Robert Anen, CCM, Director  
Nicholas Campanile, Director  
Charlie Dimpfl, CCM, Director  
Joseph Kuntar, Director  
Timothy Lauch, CSW, CSS, Gallo NJ, Director  
Debbie Pagerie, Director  
Kane Pappas, FDU, Director  
Nicholas Roberto, EZGo/Textron, Director  
Michael Pollack, CCM, CCE Immediate Past Chairman



**NEW JERSEY  
CHAPTER**  
CLUB MANAGEMENT  
ASSOCIATION OF AMERICA

**2024 Club Chefs Committee  
Annual Report  
Stephen Hurd, CCM, CEC – Chair  
Corey Heyer-Vice-Chair  
Artie Keenan and Michael Weissaupt-  
Club Chef Committee**

**NJCMA-Club Chefs Committee**

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**Summary of Networking/Education Session:**

April 9<sup>th</sup> – Networking Lunch and Tour

Host: Riverbend Farms in Peapack Gladstone/Far Hills

There was a complimentary lunch along with a tour of the farm. The tour of the farm included the angus cattle and pasture raised chickens and eggs. The lunch at the farm was provided by Riverbend farms and prepared by Fiddler's Elbow.



October 22<sup>nd</sup> – Food and Wine Experience

Host: Crestmont Country Club

Chefs prepared and provided special food tastings to coincide with the complementary wines provided by vendors.

Our objective for the year was to provide some education and networking events for the NJ private club chefs. We created a network of Chefs within the NJ private clubs who are not only engaged but united and joining the NJCMA chapter. We will continue to enrich this group each year with more educational networking opportunities. We have established that all events should be held in March/April and then resume in late October/November due to the Chefs business schedules.

Respectfully submitted:  
Stephen Hurd, CCM, CEC – Chair





**Student Chapter: Fairleigh  
Dickinson University**

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**Our leaders of CMAA FDU student chapter are as follows:**

**2024-2025 Student Executive Board:**

President – Isabelle Stecher  
Vice President – Marissa Valentine

**Faculty Advisor and Student Chapter Liaison:**

Faculty Advisor: Kane Pappas  
Interim School Director: Dr. Jarrett Bachman  
Student Chapter Liaison: James Creamer , CCM  
CMAA Student Chapter National Manager: Sumaya Arcusa

**World Conference:**

Four FDU students attended the CMAA World Conference in Las Vegas, Nevada. Three of the four students interned at New Jersey Clubs during Summer 2024.

**Field Trips:**

- Fall 2023 Field Trip to Roxiticus Golf Club and Glen Ridge Country Club.
- Spring 2024 Field Trip to Mendham Golf Club.

**NJCF Golf Outing:**

Student chapter members volunteered at this years golf outing. They assisted with spotting hole in ones and handing out raffle prizes. The student chapter also helped with soliciting raffle prize donations.

**Vendor Show:**

Student chapter members assisted with registration and door prizes at the Vendor Show.

**Food and Wine Experience:**

Twenty-five students attended the Food and Wine Experience. The FDU CMAA Student Chapter sold 65 bottles of wine and raised \$1630. All proceeds fund students travel to attend World Conference.

### **Guest Speakers:**

- Fall 2023 – Corey Heyer visited the Florham Campus and presented during our Welcome Back Lab about Club Management
- Fall 2023 – Sumaya Arcusa presented via Zoom during the Welcome Back Lab at the Metropolitan Campus
- Fall 2024- Dana Cancellaro presented at The Metropolitan Campus.

### **Club Course:**

The Club Course is being taught by Kane Pappas. The course is being offered online to students at FDU's New Jersey Campuses and Vancouver Campus. Students in the class are paired with a mentor from the club management industry. Students are responsible to interview their mentor to learn more about the industry and submit a written report of their findings. Students are also tasked with listening to an episode of *Private Club Radio* by Denny Corby each week and write a reaction paper. This allows students to learn about current topics in club management.

### **Succession Planning:**

Quite a few FDU Chapter Alumni are currently working in the Club Field, mostly in NJ: These include:

- Paul Wawrynek- General Manager, Plantation Lakes Golf and Country Club, Delaware
- Brian Baldwin- General Manager, Apawamis Club
- Michael Nyerges- General Manager, Sunningdale Country Club
- Marisa Carcione – Director of Events, Trump National Bedminster
- Andrew Stress- Assistant General Manager, The Country Club of York
- Salvatrice DiFresco- Rooms Division Manager, Westchester Country Club
- Cheryl Wisch- Food and Beverage Manager, Shelter Harbor GC- RI
- Cory Melroy- Assistant General Manager, Spring Lake Golf Club
- Erika Emmerling- Private Event Manager, The Union League of Philadelphia
- Dana Kurdyla- Banquet Manager, Indian Trail Club
- Cassandra Knowlton, Membership and Events Director, Liberty National Golf Club
- Lauren Rabinowitz, Director of Catering, Alpine Country Club
- Emily Berkowitz, Membership and Marketing Assistant, Canoe Brook Country Club
- Ray Morales, Clubhouse Manager, Canoe Brook Country Club
- Fenela Bawagan, Club Events Coordinator, Fiddler's Elbow Country Club
- Paige Hohender, Event Manager at Glen Ridge Country Club
- Madisyn Donovan – Assistant Event Manager, Bay Head Yacht Club
- Teddy Nam – Dining Room Manager, Rumson Country Club
- Anastasia Vogiatzi – Food and Beverage Manager, Indian Harbor Yacht Club
- Rachel Lewis – Event Coordinator, Mountain Ridge Country Club
- Jaime Diaz, Event Coordinator, Crestmont Country Club

- Jacqueline Dezic, Merchandiser as Hamilton Farm Golf Club

**FDU Student Internships Summer 2024:**

- Isabelle Stecher- Roxiticus Country Club
- Kristen Anastasia – Bay Head Yacht Club
- Marissa Valentine – Park Avenue Club
- Emma Commodore- Crestmont Country Club
- Marielle Mausisa – Metuchen Golf and Country Club

**Thank you!!**

The students at Fairleigh Dickinson University and the faculty are so appreciative for your continued support and encouragement. We could not be successful without your generosity.



Kane Pappas  
Assistant to the Director  
International School of Hospitality and Tourism Management  
Fairleigh Dickinson University  
1000 River Road, H-DH2-14  
Teaneck, NJ 07666-1914  
201-692-7278 (voice)



**Holly Bilotti, CCM – Chair**  
**Alexander Mueller, CCM-Vice-Chair**

## **Strategic Planning Committee**

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Every year following the NJ Club Management Association's annual meeting, the NJCMA board conducts a board retreat and organizational gathering. In 2024, we sought the collaboration of Chris Coulter and Kevin Carroll from the McMahon Group for an extended session. This extended session was dedicated to crafting a more robust roadmap and a five-year vision. This vision will encompass the identification of four or five critical issues that need to be addressed, along with the formulation of action plans to achieve our vision.

### **NJCMA Strategic Initiatives**

This initial draft of the New Jersey Chapter of CMAA Strategic Plan was submitted for Board review and comments. Priorities of goals continue to be established, with action plans reviewed and modified. The Goal is to ensure ongoing Chapter improvement and to maximize success for our chapter members.

To ensure sustained success and growth, our strategic plan focuses on several core initiatives:

- 1. Membership Retention and Growth:** We aim to retain current members while actively recruiting new ones by offering valuable experiences that meet diverse member needs.
- 2. Participation and Engagement:** By creating opportunities for members to engage in meaningful activities and discussions, we foster a community that encourages involvement, building a stronger sense of belonging and commitment.
- 3. Networking:** We will facilitate networking events and platforms that allow members to connect, share expertise, and build professional relationships, creating a supportive and resourceful environment.
- 4. Engaging Programs and Education:** Through innovative programs and educational opportunities, we ensure that members are equipped with relevant knowledge, skills, and experiences that enrich their personal and professional lives.
- 5. Strategic Governance and Management:** Implementing a forward-thinking governance structure will help us maintain effective oversight and decision-making, ensuring long-term stability and alignment with our mission.
- 6. Next Generation of Leaders:** By identifying, mentoring, and empowering emerging leaders, we ensure future continuity and inject fresh perspectives and ideas into our leadership pipeline.
- 7. Communication:** Maintaining transparent and effective communication across all channels will strengthen relationships with members, keep them informed and engaged, and align everyone with our mission and goals.

Together, these initiatives create a cohesive approach to building a vibrant, supportive, and sustainable community that meets the evolving needs of our members and strengthens our organization's impact.



## **NJCMA Food & Wine Experience Report**

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This year's Food and Wine Experience set the bar and was highly attended with a record number of 234 club professionals and guests in attendance. We had a total of 32 Vendor Tables featuring all kinds of beverages including a coffee station and cigar lounge. Additionally, we again were able to secure 10 Club Chefs to prepare exquisite bites for all attendees. For the second year in a row, we worked with YourLeaderboards to present the Chefs with an award of participation. Crestmont Country Club was wonderful to work with and a big thank you to the entire team for hosting us for another year. Crestmont Country Club has agreed to host it in 2025, and we are targeting Tuesday, October 14<sup>th</sup>. I believe this event will continue to grow with participation and chef involvement. As a committee, we would like to continue to enhance this event each year, with new styles of music and small additions just like the Cigar Lounge. Our goals for 2025 will be 30 to 35 vendor tables and 12 to 15 chef tables. I would like to personally Thank Rosemary Panno, Alexander Mueller, and Corey Heyer for their assistance with the execution of this event. As I am stepping down as the chairman, I will continue to assist Corey with the overall success of this event. It has been a wonderful two years as the chairman!

This event would not be possible without the participation of our club chefs and vendors. Thank you for your commitment to this event, and for showcasing some of the finest cuisine and beverages.

I'd like to thank everyone who supported the FDU Student Wine Auction. NJ Clubs donated a record number of 65 bottles to the student wine auction which allowed them to raise \$1,630 for their student chapter. Both donated bottles and money raised was up from 2024!





**Club Chef Tables**

- Bay Head Yacht Club
- Canoe Brook Country Club
- Crestmont Country Club
- Fiddler’s Elbow Country Club
- Orange Lawn Tennis Club
- Plainfield Country Club
- Roxiticus Golf Club
- Rumson Country Club
- Spring Lake Golf Club
- Upper Montclair Country Club

**Chef**

- Marc Bouchard
- Corey Heyer
- Andrew Gonci
- Michael Weisshaupt
- Ivan Villaneuva
- Stephen Hurd
- Stephen Gonzales
- Dan Benjamin
- Brendan Arenth
- Kirk Richardson

**Beverage Vendor Tables**

- |  |  |
|--|--|
| <ul style="list-style-type: none"> <li>• Allied Beverage Group</li> <li>• Banfi</li> <li>• Vineyard Brands</li> <li>• Bowler Wine</li> <li>• Dewars</li> <li>• Drinks to Go</li> <li>• Fedway Associates</li> <li>• Jackson Family Wines</li> <li>• Harridan Vodka</li> <li>• The Lux Group</li> <li>• Moët Hennessy</li> <li>• Terlato</li> <li>• Stateside Vodka</li> <li>• Gallo New Jersey</li> <li>• Golden Bay Distillery</li> </ul> | <ul style="list-style-type: none"> <li>• Halleck Vineyard</li> <li>• In Vino Veritas/Vias Imports LTD.</li> <li>• Kane Brewing Company</li> <li>• Leiber/Pas Mal</li> <li>• Massanois Fine Wine and Craft Spirits</li> <li>• WineBow</li> <li>• Matchbook Wine Company</li> <li>• Selection Pas Mal</li> <li>• Roy Estate</li> <li>• Santa Margherita</li> <li>• Vintus Wines</li> <li>• Wilson Daniels</li> <li>• Woodford</li> <li>• Pascal Coffee Roasters</li> </ul> |
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## **Wine Society Committee Report**

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This year was challenging for the Wine Society. Attendance at our wine events did not seem to be as high as we expected each month. We had to cancel one larger event, the tour, education, and tasting at Beneduce Vineyards, that will hopefully roll over into April 2025. Since most of our fall season is scheduled with events related to wine and beverage, we put a hold on adding events for the remainder of the year. Starting in 2025, we will have some great ideas to pique interest. We additionally need to begin marketing the membership and growing the wine society to enhance the overall attendance of the events.

**February**– Hall Wines featuring Megan Gunderson VP of Winemaking

**March**– Castello Banfi presented by Fedway Associates

**April**– Culinary Institute of America & Blending Seminar with Ian Hock from WineBow and Anne Marie Sgroi Catena Fine Wine Specialist

**May**– Domaine Serene featuring Michael Fay VP of Wine Making & Viticulture

**June**– Halleck Vineyards presented by Harris Miner Director of Wine Education

**September**– A visit to Beneduce Vineyards- Tour, Education, and Tasting- **Postponed until April 2025**







**NEW JERSEY  
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## **2024 Women in Club Management**

**Stefanie Peters CCM Co-Chair  
Cindy Williams CCM Co-Chair**

### **Women in Club Management**

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The 2024 Women in Club Management (WICM) Committee included dedicated members Kerry Zinkgraf (Orange Lawn), Dana Cancellaro (Crestmont), and Cindy Williams (Rumson), with invaluable support from Chelsea Creo and Paulette Strauss.

Our first WICM event of 2024 took place on Tuesday, April 23rd, at Orange Lawn Tennis Club, where we hosted a wellness seminar aimed at preparing members for the busy season ahead. The session featured insights from a health coach, nutritionist, personal trainer, and yoga instructor, and it received outstanding feedback for its practical tips and focus on well-being. This seminar also prompted us to connect with our fellow colleagues on how to build healthy habits with a busy/demanding professional schedule.

In July, our "Girls Who Golf" event at Green Brook Country Club was a resounding success, with over 20 participants enjoying a hands-on introduction to golf. Jason Fiore and his team created a welcoming atmosphere with training tailored to different skill levels, fostering open dialogue and learning that was appreciated by all.

In October, we host our premier event, "Go After It," featuring Alison Savona and Allison Johnson from Enhancing the Club Experience. This session will cover critical career-building topics, including:

- Strategizing career development
- Working with recruiters: when, why, and how
- Advocating for career advancement, including growth, compensation, and other key areas

We actively encouraged member turnout for this event, recognizing the value these discussions bring to everyone involved and establishing a strong platform as we look forward to 2025.

With an exciting lineup of events and initiatives in store, we are thrilled for the opportunities 2025 will bring to continue building a supportive, empowering community for women in club management.

Respectfully submitted:  
Stefanie Peters CCM – Chair



**NEW JERSEY  
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**2024 Yo Pro**  
**Stefanie Peters, CCM, Chair**  
**Jenna Jardin, Vice-Chair**

## **Yo Pro**

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The 2024 Yo-Pro Committee was led by dedicated members Jenna Jardin (Beacon Hill) and David Pennehera (Essex County CC). Our first event of the year took place on Tuesday, March 19th, at Mountain Ridge CC, with a later start time to accommodate young professionals' schedules, allowing them the flexibility to work a half day or have a morning break. The meeting focused on networking skills, allowing the opportunity to connect with new faces through group assignment/placement. The format of this event made everyone feel very comfortable and with the exchange of information (linkedin, etc) our young professionals, all left with new relationships and new colleagues to connect with. We then collaborated with faculty from Fairleigh Dickinson University, creating a well-rounded and impactful session.

To enhance engagement, we implemented a QR code on the presentation slides for gathering feedback in real-time and utilized social media to capture key moments and promote future events. The event was a resounding success, providing a positive environment for young professionals to connect and develop valuable skills.

Our Yo-Pro events gained strong momentum throughout 2024. In August, we hosted the mid-summer "Sushi Social," an educational and community-building afternoon that encouraged members to volunteer and build camaraderie. This was followed by our annual Yo-Pro Pickleball event in October, which boasted record-breaking turnout and plenty of opportunities for networking and connection. The pickleball event also provided a great "member-like" experience for our young professionals to then go back to their clubs to have a more experienced and connective conversation with their dedicate professionals along with their membership.

Looking ahead, we are thrilled to announce an upcoming panel-style training session focused on achieving the Certified Club Manager (CCM) designation, scheduled for January 2025. This session will feature industry leaders, including James Creamer, CCM Cory Melroy, CCM Paulette Strauss, CCM, Denise Quadrel, CCM Dom Parns, CCM and myself, who will lead a Q&A to emphasize the value of pursuing the CCM. We are also collaborating with Kane Pappas at FDU and the student chapter to elevate this event as a unique training and networking experience. This will help to encourage and inspire our younger professionals to begin their journey of professional development.

This initiative holds great potential to inspire Yo-Pros within our chapter and drive forward the culture of professional growth in the club industry. We're excited for the opportunities that lie ahead in 2025!



## **Nominating Committee**

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Following is the report of the Nominating Committee as required under Article III, Section 2 of the New Jersey Chapter By-Laws. The Committee consists of Ryan Brennan, CCM, James Messina, CCM and Cindy Williams, CCM. Nominations may also be made by a petition of five members, from the floor at the Annual Meeting.

We propose the following slate:

For a 1-year term as President:

Alexander Mueller, CCM, CCE

For 1<sup>st</sup> year of 3 year term:

Charlie Dimpfl, CCM

Denise Quadrel, CCM

For 2<sup>nd</sup> year of 3 year term:

John Hemrick, CCM

Weisser Millian

Cindy Williams, CCM

Ryan Brennan, CCM  
General Manager  
Manasquan River Golf Club  
843 Riverview Drive  
Brille, NJ 07723  
ryan@mrgc.com

NJ Club Managers Association  
 Financial Report  
 For Year Ending 10/31/24

|  | Year<br>Ending<br>10/31/2024 | Budget<br>Year Ending<br>10/31/2024 | Year<br>Ending<br>10/31/2023 | Year<br>Ending<br>10/31/2022 |
|--|------------------------------|-------------------------------------|------------------------------|------------------------------|
| <b>Revenue:</b>  |                              |                                     |                              |                              |
| Membership Dues & Initiation Fees  | 101,485.00                   | 81,000.00                           | 105,122.50                   | 76,370.00                    |
| Food & Wine Experience   | 14,532.50                    | 11,000.00                           | 9,395.00                     | 11,840.00                    |
| Chapter Social   |                              | -                                   | 4,575.00                     | 5,550.00                     |
| NJCF Reimbursement-Vendor Show   | 185.78                       | -                                   | 168.18                       |                              |
| NJCF Reimbursmnt -CPP Expenses   | 514.14                       | -                                   | 2,354.55                     | 1,250.00                     |
| NJCF Reimbursmt-Workshop Expenses/CPP Exps   | 1,500.00                     | -                                   | 589.57                       | 168.99                       |
| NJCF Reimbursmt-Education (Prior Yr)   |                              | -                                   |                              |                              |
| NJCF Reimbursmt-Education (current)  | 49,001.63                    | 50,000.00                           | 53,152.60                    | 52,363.33                    |
| NJCF Reimbursmt-Board Retreat  |                              | -                                   |                              |                              |
| NJCF Reimbursement: Leadership   |                              | 2,000.00                            | 2,000.00                     |                              |
| NJCF Reimbursement NJCF Golf Outing  |                              | 700.00                              | 700.00                       |                              |
| Contributions-Meetings-Holiday Party   | 6,295.00                     | -                                   | 21,310.00                    | 23,245.00                    |
| Wine Society Meetings/Dues/Gallo Donation**  | 2,170.00                     | -                                   | 2,020.00                     | 1,790.00                     |
| Wine Society Awards/NJCF   |                              | -                                   |                              | 5,000.00                     |
| Miscellaneous: Top Golf Refund   |                              |                                     |                              |                              |
| Miscellaneous Contributions/NJCF Checkoff  | 4,225.00                     | 4,350.00                            | 4,950.00                     | 3,850.00                     |
| Miscellaneous Income (mmbrrfst-Titos-COY)  | \$ 3,055.67                  | \$ 12,500.00                        | \$ 650.00                    |                              |
|  | \$ 182,964.72                | \$ 161,550.00                       | \$ 206,987.40                | \$ 181,427.32                |
| <b>Total Revenue</b>   |                              |                                     |                              |                              |
| <b>Expenses:</b>   |                              |                                     |                              |                              |
| Workshop Education Next Yr   | 8,000.00                     |                                     | 7,000.00                     |                              |
| Workshop-Education Current Yr  | 26,224.76                    |                                     | 29.53                        |                              |
| Education:Current yr   | 21,272.95                    | 50,000.00                           | 53,662.70                    | 54,333.03                    |
| Education-Previous Yr 2022   |                              |                                     |                              |                              |
| Entertainment & Holiday Party  | 10,000.00                    | 22,500.00                           | 28,750.00                    | 29,000.00                    |
| Food & Wine Experience-current Yr  | 7,659.06                     | 8,200.00                            | 7,564.63                     | 5,398.65                     |
| Food & Wine Experience/Previous Yr   |                              |                                     | 761.26                       |                              |
| Name Badges  | 936.78                       | 300.00                              |                              |                              |
| Newsletter   |                              |                                     |                              |                              |
| Enewsletter Editor/Photographer  | 1,525.00                     | 1,800.00                            | 350.00                       |                              |
| Chapter Conference Dinner-NJCF   |                              | 1,500.00                            |                              | 5,250.00                     |
| Postage,Printing and Stationary  | 2,184.90                     | 2,400.00                            | 1,798.55                     | 1,861.66                     |
| Strategic Planning Retreat   |                              |                                     |                              |                              |
| Leadership Conf-Bd Members   | 2,530.48                     | 7,500.00                            | 6,044.28                     | 1,628.38                     |
| NCA Conference-Board   |                              |                                     |                              |                              |
| Managing Director Services   | 45,000.00                    | 45,000.00                           | 45,000.00                    | 35,000.00                    |
| Dues & Fees-Mging Director   |                              | 325.00                              |                              |                              |
| Leadership/ Conference/Mtg- Mng Director   | 4,045.53                     | 6,125.00                            | 2,108.47                     | 4,159.30                     |
| Professional Fees  |                              | 800.00                              | 800.00                       |                              |
| Bank Charges   |                              | 36.00                               |                              | 20.00                        |
| HFTP Charity Outing  |                              |                                     | 300.00                       |                              |
| Blue Hen Chapter Outing  |                              | 300.00                              |                              |                              |
| Summer Social  |                              |                                     |                              |                              |
| CMAA CF Donation   |                              | 1,000.00                            |                              |                              |
| Insurance  | 1,823.12                     | 3,400.00                            | 1,841.21                     | 2,990.71                     |
| Contribution NJCF Check off  | 5,175.00                     | 4,350.00                            | 4,350.00                     | 5,850.00                     |
| Gifts, flowers & Fruit Baskets   |                              | 1,200.00                            | 251.52                       | 109.63                       |
| Meetings:Unemployed Managers   |                              |                                     | 50.00                        | 50.00                        |
| Technology: Website-Quickbks-Gsuite-Mmbrttext  | 6,083.63                     | 5,200.00                            | 5,579.80                     | 4,659.63                     |
| NJCF/Golf Outing/Wkshop -to be reimbursed  | 1,589.57                     |                                     | 850.00                       |                              |
| NJ Wine Society**  | 230.00                       |                                     | 5,800.06                     | 3,605.12                     |
| Idea Fair Expenses/Grant   |                              | 1,000.00                            |                              |                              |
| Donation   |                              |                                     |                              | 5,000.00                     |
| NJCMA Board Expense/ Retreat   | 17,104.96                    | 10,000.00                           | 16,701.30                    | 10,394.20                    |
| Miscellaneous (past pres-tribe gifts-chptr-fdu)  | 6,747.76                     | 1,000.00                            | 3,695.99                     | 18,690.39                    |
|  |                              |                                     |                              |                              |
| <b>Total Expenses</b>  | \$ 168,133.50                | \$ 173,936.00                       | \$ 193,289.30                | \$ 188,000.70                |
| <b>Net Surplus or (Deficit)</b>  | \$ 14,831.22                 | \$ (12,386.00)                      | \$ 13,698.10                 | \$ (6,573.38)                |
| <b>or (Excess of receipts to cover disbursements for year ending October 31, 2024)</b> |                              |                                     |                              |                              |
| <b>Net Asset Balance Beginning of Year</b>   | \$ 264,254.46                | \$ 264,254.46                       | \$ 250,556.66                | \$ 257,130.04                |
| <b>Net Asset Balance End of Year</b>   | \$ 279,085.68                | \$ 251,868.46                       | \$ 264,254.76                | \$ 250,556.66                |

IT IS THE POLICY OF THE NEW JERSEY CLUB MANAGERS ASSOCIATION OF AMERICA TO PREPARE ITS FINANCIAL STATEMENTS ON THE BASIS OF CASH RECEIPTS AND DISBURSEMENTS, CONSEQUENTLY REVENUE IS RECOGNIZED WHEN RECEIVED RATHER THAN WHEN EARNED AND EXPENSES ARE RECOGNIZED WHEN PAID RATHER THAN WHEN THE OBLIGATION IS INCURRED.

\*\*Includes NJ Wine Society

Checking Account-TD Bank Balance \$ 279,085.68