

New Jersey Club Managers Association Annual Meeting

Minutes from November 9, 2010

Hamilton Farm Golf Club

President's Report: President Michael Zusack, CCM called the meeting to order at 4:40 pm.

Roll call was taken.

He thanked Tim Bakels, CCM, CCE and Diane Ydoate for offering to host this year's annual meeting. Michael Zusack, CCM recognized past presidents William Hoferer, CCM, David Schutzenhofer, CCM, Randall Gudanowski, CCM, CCE and Franklin Newton, CCM and distinguished visitors and guests, CMAA Vice President Kevin Carroll, CCM, CCE and National Director Candidates, Michael McCarthy and Bob James, CCM, CCE, CHA. He also thanked all NJCMA board members for their continued support and involvement. President Zusack, CCM then proceeded to present his report in a Powerpoint presentation.

President Zusack reported the following:

- NJCMA has 77 member clubs and 157 members. 39 have obtained the CCM designation and 4 have obtained the CCE designation.
- NJCMA 2010 Retreat Goals: Launch New Web Site, Education Evaluation Cards, Business Meetings, Director's Call List, Volunteer Coordinator/Ryan Brennan, New Member Recruitment Goal of 14, Front and Back End Load Education Programming, Education that addresses pertinent and current issues, Add Club tour after Education Meetings, Board Representation at LLC, Expand NJCMA's Wine Society Membership, Continue our communication efforts- E-News, E-mail Blasts, Website, Mid-Management Education specific to the Assistant Managers, Conduct Annual Member Survey
- NJCMA Awards Program Participation - 3rd Place in 2009 and 2010, Excellence in Education, Idea Fair at Conference, Idea Fair for Chapters- 1st Place Mutual Aid Fire Drill- Trump Colts Neck, Student Chapter Idea Fair/Club of the Future submission, New Member Recruitment Contest- Goal of 14, Student Chapter of the Year Contest, Wine Society Wine Program Award- 1st Place Park Avenue Club, Willmoore H. Kendall Scholarship-Asst Mgr Pursuing CCM- Grace Muchiri, Trump National Colts Neck
- Social Functions Offered: Holiday Party, Chapter Conference Dinner, NJPGA Mgr. Pro & Supt. Golf Outing, NJCF Golf Outing, President-Manager Golf Classic, Taste of the Private Club Chefs, Annual Meeting and Wine Dinner. He recognized Debbie Pagerie who was instrumental in adding the wine dinner to the Annual Meeting in order to gain better attendance. The continuation of holding the summer social will be reviewed at the board retreat. He thanked all who hosted meeting this year
- Education Sessions Offered:
 - Workshop Borgata- Seven Habits for Managers- Franklin Covey
 - Update Current Economic Crisis- Jim Hankowski- Baltusrol Golf Club- Kevin Vitale, CCM
 - National CMAA Conference- San Diego, CA.
 - Human Resources- Changing Labor Laws- Alpha Staff- Spring Lake Golf Club- Karl Habib, CCM
 - Food, Wine and Vendor Show- NCF- Maplewood Country Club- Michael Lusk
 - Train the Trainer- Wine Education Series, Susan Garcia, R&R Marketing
 - Current Labor Issues Facing Clubs- JacksonLewis- Park Avenue Club- Michael Frodella
 - Assistant Manager Education- Panel Discussion- Upper Montclair CC- Thorsten Loth, CCM
 - Energy Consciousness & Facility Maintenance- Preakness Hills CC- Dick McBain, CCM
 - Tour USGA Museum at Far Hills- David Otis USGA
 - Wine Palate Training- Knickerbocker CC- Gavin Inglis, CCM
 - Mid-Management Training, Basics of Budgeting- Jo Anna Schillaci, CHTP- MRGC Ryan Brennan, CCM
 - Membership Marketing- MembersFirst, North Jersey Country Club- John Stanley, CCM
 - Taste of Private Club Chefs- Canoe Brook CC- John Kinner, CCM (Kimberly and Andrew)
 - Wage and Hour Compliance- Deal Golf and CC- Michael Pollack, CCM

- Allied Associations: PGA/GCSAA/CMAA/PRES. Golf Outing, HFTP Joint Meeting at Park Avenue Club, Met, Philadelphia Chapter- Atlantic City Workshop, ACF Northern New Jersey- Cook off, GCSAA, NJGCOA, PGA, NCA
- Chapter of the Year Quest: Pres. Zusack reported that it is the duty of the President to each year submit the chapter's entry. He discussed all the criteria. He feels that it is important to use this as a template for chapter success and to lead the chapter in the right direction. The following is the criteria:
 - Membership Recruitment
 - Clubs Collecting for Communities- SOS Clothing/Toys for Tots Drive
 - Idea Fair Entries- Ryan Brennan, Michael Azbill, CCM (Elaine Gudanowski)
 - LLC Idea Fair- Mutual Aid Fire Drill, John Roberts, Trump C N
 - 6 NJCMA managers served on National Committees
 - CCM, CCE, MCM, Honor Society
 - Conference Attendance
 - Club Foundation Contribution (\$3500)
 - NJCMA Members Registered on CMAA web site ClubNet
- New Jersey Club Foundation : Established by the New Jersey Club Managers Association in 1996, the NJCF is a non-profit organization incorporated under the laws of the State of N.J. and serves as the Fundraising arm of NJCMA. Board Officers: Dave Schutzenhofer, CCM- Chairman, Michael Zusack, CCM- Vice Chairman, - Andrew Moore, CCM, Treasurer, Randy Gudanowski, CCM, CCE-Secretary. Directors: John L. Dana, Ed LaPadula, Michael Lusk, Robert McKeracher, Liz Fritz-Grant, CCM, Tim Morris, Dr. Kirsten Tripodi ,Emeritus- Charles R. Kelly.
 - Purpose and Objectives:
 - Advance the club management profession with support for Club Manager and Assistant Club Manager educational programs.
 - Create greater public awareness of related professional opportunities by providing financial assistance to individuals interested in Club and Hospitality fields.
 - Promote the Club Management profession through academic programs offered by colleges, culinary schools and universities in N.J. and other states.
 - Cooperate in the dissemination of professional information to allied associations, academic institutions and other hospitality-involved groups.
 - The corporation may also elect to contribute to local charitable organizations.
 - Initiatives : Subsidizing NJCMA Education Programs, Student Scholarships, Tuition Assistance program, charitable contributions, BMI Reimbursement, FDU Student Fundraising Match.
 - Main Revenue Streams: NJCF Vendor Show- Maplewood CC, NJCF Golf Outing- Alpine CC, Dues Check-off and Investment Income.
 - 2009-2010 Contributions:
 - TAP- \$730
 - BMI Reimbursements-\$8,000
 - Student Chapter Support- \$7,685
 - Scholarships- \$12,000
 - Charitable Contributions - \$18,100
 - NJCMA Education-\$61,097

- FDU Student Chapter: Board- Katrina Nesmith, President, Elana Schulefand, Vice Pres, Young-Kwang (Daniel) Shin, Treasurer, Kelly Thomas, Secretary, Dr. Kirsten Tripodi- FDU Faculty Advisor, Manny Gugliuzza, CCM/John Gomez, CCM Student Chapter Liaisons
 - Conference Attendance, Fundraising Initiatives, ne tasting
- Notables: Trump National Bedminister- Club of the Year by NJGCOA., Metedeconk National- Best NJ Golf Course of the Year- PGA and Montclair Golf Club- Best Essex County Golf Course

Vice President's Report: Michael Lusk reported this years Annual Toy Drive will benefit St. Barnabus Healthcare Network. He also reported that the board retreat will be held on Tuesday, January 11th, 2011 following the one day workshop on Monday, January 10th, 2010. The workshop will be presented by Richard Flint. "A Day at the Zoo" at the Borgata Hotel in Atlantic City. Joseph Willmore will be this years board retreat facilitator and asked members to please take his call when he calls certain members. The Vendor Show will be on Tuesday March 15, 2011 at Maplewood CC.

Secretary's Report:: Albert Costantini , CCM asked for a motion to approve the minutes from the annual meeting held on November 10th, 2009 at Echo Lake Country Club. Jason Ingram, CCM made the motion, Liz Fritz-Grant, CCM seconded. Albert Costantini, CCM reported that all Board and educational minutes were current and up to date.

Treasurer's Report: Treasurer Manny Gugliuzza, CCM handed out the Chapter's financials (attached). He reported that our cash balance is \$117,000. He also reported that 30% of our members contributed to NJCF, 68% has renewed their membership and 32% of our membership is delinquent. Mr. Gugliuzza, CCM reported that there was a small dues increase of \$15.00 for 10-11 year.

Allied Association: No report.

Alliance I, II, III: No report.

ByLaws: Karl Habib, CCM asked for a motion to approve the bylaw amendments proposed to include Alumnus category and change the Student category to reflect the same as CMAA. David Karner made a motion, Jay Donnelly, CCM seconded. All approved.

Certification: Karl Habib, CCM reported three managers to be recognized for their designations. Alobert Costantini, CCM, Tim Bakels, CCM, CCEon achieving his CCE designation and Manny Gugliuzza, CCM on receiving his Honor Society pin. Mr. Habib asked the members if they have any questions on receiving their certification to contact Michael Rudon, CCM, CCE He also said that the chapter supplies study guides and handbooks to members wishing to sit for the exam. He also reported that Ryan Brennan, CCM is an ultimate tutor for anyone interested in his help to pass the exam.

Club Foundation: Michael Lusk reported that the chapter will donate \$3,500 for the Club Foundation silent auction this year.

Clubworks: Kimberly Condit, CCM reported that Clubworks is a free resource to advertise internships at your club to students around the country. The book is distributed to all students in the country in the hospitality management field. This year it will be an on line program. Suggestions to types of internships is included. The deadline to submit is December 31, 2010

Taste of Chefs: Manny Gugliuzza, CCM, reported that this years was a huge success. He thanked John Kinner, CCM for hosting it once again. 24 chefs participated and \$10,000 was raised. Manny Gugliuzza, CCM thanked all clubs for participating..

Education Report: No report.

Executive Career Services : Manny Gugliuzza, CCM reported two openings. Montclair Golf Club will be open during the first quarter of next year and Linwood Country Club in the Atlantic City area is currently open.

Health & Welfare: John Roberts reported 10 occurrences happened during the year. Flowers and baskets were sent to individuals.

Legislative report: Kimberly Condit, CCM reported that there is no new news due to the recent mid-term elections.

Membership: Albert Costantini reported that our goal this year is 14 and we currently have 16 new members. He thanked all clubs who supported the chapter this year by joining the association. He asked for all new members to stand up and be recognized. He also reported during the Leadership Legislative conference this year, CMAA provided each chapter with a list of non member clubs and promotional material. John Gomez, CCM and Albert Costantini will be contacting them to join the chapter.

We are currently 102% of our goal. He reported on the downside that there are a number of members who have not paid their current dues. Please see Rosemary Panno to find out if you are current with your dues payment.

NJ Club Foundation: David Schutzenhofer, CCM reported that the foundation was established in 1996 as a non- profit foundation. There are 12 members on the Board consisting of 8 NJCMA managers, 1 financial advisor, 1 faculty and 2 people in a club related industry.

He reported that the foundation has donated over \$100,000 to Shelter our Sisters, \$30,000 to the FDU Student Chapter , \$30,000 back to the members in the form of BMI's and Tuition Assistance Program and \$60,000 in Scholarships in the Hospitality Field. This year four \$3,000 scholarships will be presented this evening. He also recognized Liz Fritz-Grant, CCM has chairman of the Scholarship Committee. Mr. Schutzenhofer thanked Jay Donnelly, CCM and Alpine Country Club for hosting this year's NJCF Outing which netted \$30,000. Next year the outing will be at Trump National Golf Club-Bedminster. It is our hope to fill two courses. Mr. Schutzenhofer then presented the representative of Shelter Our Sisters, Beth Nussbaum with a check for \$10,000 from the proceeds of this year's outing. Mike Galliano, Board president of the Board of Shelter our Sisters spoke on the importance of donations such as ours. Mr. Schutzenhofer then presented Jay Donnelly, CCM General Manger of Alpine CC with a check for \$2,500 payable to the NJ State Caddie Scholarship Foundation. This charity was the choice of Alpine CC. Scholarship Committee Chairman, Liz Fritz-Grant, CCM presented the 2010 winners of the scholarship. She spoke about the criteria required to apply. 10 students applied this year, 6 schools were represented from FDU, University of Delaware, UMass, University of Wisconsin, Johnson & Wales and Florida Community College. 4 scholarships were awarded this year. McKenna Galuska, Troy Hendricks, Emily---- and Daniel Shin. Mr. Fritz-Grant, CCM was asked to remain chairman of the Scholarship Committee which she accepted.

Public Relations: Mike Frodella pointed out the importance of the Press Release. He felt as Director of Public Relations he feels we are lacking as a chapter in getting more information to the press. He finds it still a challenge. So to better communicate the information, he wrote a template for members to use to submit to the Board of your club's activity which was distributed. The template will be posted on the website. He asked all members to send the release to him or Rosemary Panno. Mike Frodella said he would edit it for them.

Student Chapter: Manny Gugliuzza, CCM reported that there are 30 members in the chapter. He thanked Kirsten Tripodi for her tireless effort. He also reported that there are plenty of speaking opportunities at the FDU campuses. If anyone is interested, contact Dr. Tripodi. Professor Schutzenhofer teaches a course at FDU. Katrina Nesmith, President of the Student Chapter spoke to the membership. 2 members attended the CMAA student conference this year,. This years fundraising effort will be selling Thank you cards. The chapter submitted an Idea Fair entry and has organized an electronic resume to be distributed to NJCMA members. She thanked the NJCMA chapter and the NJ Club Foundation for their continued support and encouragement.

Technology: Ms. Panno asked that all members please answer the educational survey sent out through Survey Monkey. The last email will be sent out tomorrow and the deadline is Friday November 12 to submit. She emphasized that this is what your Board uses to plan next year's educational meetings.

Vendor Show: Michael Lusk reported that the vendor show will be March 15, 2011 at Maplewood CC. It is the biggest fundraiser for NJCF. He asked that all members make an effort to attend and to bring their board members, chefs, and staff.

Wine Society: Karl Habib, CCM reported that the society increased to 24 NJCMA members. We have 12 new members this year.

The Wine Society dinner this year will be at the CC of Orlando in February. The new initiative Vino 101 is an online training tool for employees. The cost is \$299 per year per club and is available to all members. He recognized Park Avenue Club for their winning the wine program category. He reported that in 2011 wine dinners will be organized for wine society members.

New Business:

Kevin Carroll, CCM, CCE current Vice President of CMAA gave an update of the national CMAA. He will be President this year.

He reported the following:

- BMI: Started in 1988, consists for 300 programs, 9,000 managers attended these programs'
- 17 weeks of education is provided in educational opportunities
- CMAA is a tremendous resource for CMAA members.
- Webinars: Started last year. 24 programs for each year and offered at \$40.00 each. There are 4 free webinars each year.
- There is Online Distance Learning Programs which Ryan Brennan took. The cost is \$795 for 4 months.
- MMC took place in Westchester, which was a great opportunity for mid managers. Next year it is in St. Louis.
- CCM's: There is a total of 1400 in the association out of 65 chapters 25% have obtained the CCM designation.
- CCE's: There are 126 CCE's in the association. CCM's earned 25% higher salaries.
- Membership Initiatives: Last year lost 13% of members. Usually there is a 90% retention rate.
- LLC: Best value for education dollars. The Club Foundation underrates the cost. It was in San Francisco last year. The rotation is every three year's it is in another city other than Alexandria. In three years it will be in Boston. 150 people attend for a 2.5-3 day seminar.
- Idea Fair: Great tool to participate in. Entries are listed on the website to be used as a resource.
- ECS: Professional coaching with Kevin McDonald is available. The fees are underwritten and is included in your dues. It was a life changing experience for Mr. Carroll. Resume Critique is offered on the CMAA website
- National Day of Golf: This showed what the golf industry is to the tax payers and legislators to our country.
- Premier Club Services; More resources are offered. Please refer to CMAA website.
- Club Foundation: Scholarships and grants are available. The World Conference is in Florida this year.

Pres. Zusack then introduced the two candidates running for National Director:

Mike McCarthy is the Conference Co-Chairman. He gave an update on the national conference in Orlando. Mike Seabrook is the other Co-Chair. The conference is 4.5 day schedule condensed to a Thursday to Monday pattern. 40% are new educators. The social event will be the Harry Potter exhibit and the park will be exclusive to CMAA members. He spoke on his history in the club business. Club Governance model in the club industry is forefront on his agenda. He is the General Manager of Addison Reserve. He stressed the importance of penetrating the board members. He feels education for higher level managers to teach experience from CEO to educate managers to teach the concept that the club is a business. He asked for the support of the NJCMA members.

Bob James, CCM, CCE, CHA General Manager of Westchester CC, graduated from Cornell University. He was the 2nd president of the Cornell University student chapter. He believes education is very important. He has been a member of CMAA for 35 years. He is NCA chairman. He commended us as a large chapter and for all of our accomplishments. He asks for the support of the NJ chapter.

President Zusack, CCM reminded the membership that online voting for national election will be available mid- December which 5 candidates are running for 4 openings. Each active member will have three votes. He thanked the two candidates for their time and devotion in speaking to our chapter.

Nominating Committee: David Schutzenhofer, CCM , Chairman of the Nominating Committee, consisting of Jason Ingram, CCM and William Hoferer, CCM presented the Class of 2013. John Gomez, CCM, John Roberts and Michael Rudon, CCM, CCE were nominated for a three-year term, Michael Pollack, CCM for a one year term as a Director and Michael Lusk was nominated for a one-year term as president. There were no petitions from the floor. Alan Jacobs made a motion to approve which was seconded by David Karner and all nominations were approved.

President Michael Zusack, CCM presented David Schutzenhofer, CCM with a plaque for his eight years of service and dedication serving on the NJCMA Board of Directors. Pres. Zusack thanked William Hoferer, CCM as his mentor , the Board for their support and Ryan Brennan, CCM and Rosemary Panno for their continued support.

Kevin Carroll, CCM CMAA Vice President swore in the 2010-2011 Board of Directors The election results are as follows:

- President, for a one-year term:
 - Mr. Michael Lusk, General Manager, Maplewood Country Club, Maplewood, NJ
- Vice President, for a one-year term:
 - Mr. Manny Gugliuzza, CCM, General Montclair Golf Club, Montclair, NJ
- Secretary, for a one-year term:
 - Mr. John Gomez, CCM, General Manager, Echo Lake Country Club, Westfield, NJ
- Treasurer, for a one-year term:
 - Mr. Albert Costantini, General Manager, Metedeconk National Golf Club, Jackson, NJ
- Director, for a three-year term:
 - Director, Mr. John Roberts, General Manager of Trump National Golf Club, Colts Neck, NJ
 - Director: Mr. Michael Rudon, CCM, CCE, General Manager of Spring Brook Country Club, Morristown, NJ
 - Mr. John Gomez, CCM, General Manager, Echo Lake Country Club, Westfield, NJ
- Director for a one year term:
 - Michael Pollack, CCM, General Manager of Deal Golf & Country Club, Deal, NJ

The newly elected Officers and Directors will join the members of the Board of Directors currently serving:

- Director, Karl Habib, CCM, General Manager of Spring Lake Golf Club, Spring Lake, NJ
- Mr. Michael Frodella, General Manager of Park Avenue Club, Florham Park, NJ
- Ms. Kimberly Condit, CCM, Clubhouse Manager of Canoe Brook Country Club, Summit, NJ

The newly elected Officers and Directors will assume their duties and responsibilities effective November 1, 2010, and will participate in the NJCMA Board of Directors' Retreat and Strategic Planning Session in January at the Borgata Hotel in Atlantic City, NJ

On behalf of the NJCMA Board of Directors and the entire membership, President Michael Lusk extended his sincere thanks to the outgoing President Michael Zusack, CCM for his past service and dedication to the Association and presented him with his Presidential plaque.

There being no further business, the meeting was adjourned at 6:00 pm

Respectfully submitted,

Rosemary Panno

NJCMA Managing Director

NJCMA By-Law Revision

November 9, 2010

The following NJCMA By-Law amendments are proposed in an effort to be consistent with CMAA.

CMAA Current

E. Alumnus. *A person who was a former CMAA student member for at least two (2) years and is now connected with the management of clubs is eligible for Alumnus membership; an Alumnus member may at any time after twelve months qualify for Active membership by earning 15 education credits from start date of Alumnus membership. Education credits earned throughout student membership years will apply to overall credit history; however, the member must obtain an additional 15 credits during his/her Alumnus classification in order to transfer to Active status. Members may remain in this category for no longer than a period of two (2) years; Alumnus member shall not be eligible to vote or hold elective office; and Alumnus members will apply for membership with the local chapter and will pay half the current Active member dues rate. There is no administrative fee for individuals who join under this membership classification.*

NJCMA Proposed

Article I. Section 1

E. Alumnus: A person who was an NJCMA/CMAA student member for at least two (2) years and is now connected with the management of clubs is eligible for Alumnus membership; an Alumnus member may at any time after twelve (12) months qualify for Active membership by earning 15 educational credits from start date of Alumnus membership. Education credits earned throughout student membership years will apply to overall credit history; however, the member must obtain an additional 15 credits during his/her Alumnus classification in order to transfer to Active status. Members may remain in this category for no longer than a period of two (2) years; Alumnus member shall not be eligible to vote or hold elective office; and Alumnus members must apply for membership with CMAA and NJCMA and will pay half the full Active member dues rate of both associations. There is no administrative fee for individuals who join under this membership classification.

CMAA Proposed:

Rationale

In looking at the CMAA Bylaws for a student membership change, staff notices a potential issue in the student (and subsequently faculty classification) eligibility language. The Chapter/Member Services Committee wanted to be sure CMAA is covered in accepting prospective student and faculty members who are enrolled in or teaching hospitality or related programs of study vs. one course, which is how it reads today.

D. Student: An individual who is enrolled in hospitality or related course program in an accredited college, university or school for undergraduate or graduate students is eligible to apply for student membership. Such membership does not entitle the holder to vote or hold elective office in the Association nor to transfer to any other category of membership. Students may retain membership for two years following graduation.

I. Faculty: An individual who is an instructor of hospitality or related courses programs in an accredited college, university or school for undergraduate or graduate students is eligible to apply for faculty membership. Such membership does not entitle the holder to vote or hold elective office in the Association nor to transfer to any other category of membership.

NJCMA Proposed

E. Student. An individual who is enrolled in an hospitality or related program course in an accredited college, university or school for undergraduate or graduate students is eligible to apply for student membership. Such membership does not entitle the holder to vote or hold elective office in the NJCMA nor to transfer to any other category of membership. Students may retain membership for two years following graduation. Student members no longer enrolled at a college/university, upon attainment of a full-time assistant manager/manager position prior to two years from the date of graduation, must apply for Provisional or Alumnus Membership.

I. Faculty. An individual who is an instructor/faculty member of hospitality or related program courses in an accredited college, university or school for undergraduate or graduate students is eligible to apply for faculty membership. Such membership does not entitle the holder to vote or hold elective office in the Association or to transfer to any other category of membership.

NJCMA
Annual Meeting Membership Report
November 1, 2009 - October 31, 2010

Badinelli, Martin	Tuxedo Club	Friend of Chapter
Odenbrett, Randy	Greenbrook CC	2009
Woodell Brett	Crestmont CC	2009
DiLorenzo, Donna	Springdale GC	
Fraus, Tracy	White Beeches G & CC	Transfer from Metropolitan
Fitzgerald, Leo	Unattached	
Ripley, Paul	Raritan Valley CC	
Meuerle, Sean	Spring Lake GC	
Dwyer, Kevin	Old York CC	Friend of Chapter
Lifshin, Karen	Mountain Lakes Club	
Grassi Robert	Bayhead Yacht Club	Transfer from Florida
Freiere Steven	Cedar Hill Golf & Cc	
Kozack James	Cherry Valley CC	
Silvestri Thomas	White Beeches G & CC	
Taylor, Jamie	Cedar Hill Golf & Cc	previous student member
Hickey, Elizabeth	Trump National GC	previous student member
Baldwin, Brian	Baltusrol GC	previous student member
Hunter, John	Baltusrol GC	previous student member
Polo, Randy	Smoke Rise Club	
Bryzski, Heidi	Trump National GC	
Gleason, Carolyn	Trump National GC	
Tucker, David	Liberty National Golf Club	
Kelly Joseph	Mendham Golf & Tennis Club	

On the Move

Kevin Fiske	Huntington Crescent Club	Metropolitan Chapter
Joseph Kuntar	Montammy Golf Club	
0 Dave Karner	Battleground CC	

		NEW JERSEY CLUB MANAGER'S ASSOCIATION				
		ANNUAL MEETING— Tuesday, November 9, 2010				
		TREASURER'S INCOME/EXPENSE REPORT				
		FISCAL YEAR				
			11/1/09-10/31/10	11/1/08-10/31/09	11/1/07-10/31/08	1
CASH ON HAND			<u>2010</u>	<u>2009</u>	<u>2008</u>	
			\$ 125,910.46	\$ 98,474.86	\$ 93,162.45	
INCOME						
	N.J.C.M.A. DUES & INITIATION FEES		\$ 53,772.50	\$ 47,907.50	\$ 46,087.50	
	TASTE OF THE CHIEF'S		\$ 12,200.00	\$ 10,950.00		
	SUMMER SOCIAL					
	SPECIAL MAILINGS & ADVERTISEMENT			\$ 250.00	\$ 200.00	
	REIMBURSEMENT---N.J.C.F. FOR EDUCATION		\$ 30,499.46	\$ 17,302.00	\$ 39,579.67	
	REIMBURSEMENT---N.J.C.F. FOR Workshop Expense		\$ 30,598.41	\$ 27,297.75		
	REIMBURSEMENT---N.J.C.F. FOR Board Retreat			\$ 4,215.66		
	CONTRIBUTIONS----MEETINGS		\$ 910.00	\$ 315.00	\$ 3,373.05	
	MISC. CONTRIBUTIONS		\$ 6,150.00	\$ 11,414.76	\$ 4,800.00	
	INTEREST INCOME				\$ 287.00	
			\$ 134,130.37	\$ 119,652.67	\$ 94,327.22	
EXPENSES						
	NJCF DUES CHECK OFF		\$ 3,810.00	\$ 6,965.00	\$ 5,405.00	
	ENTERTAINMENT-CHRISTMAS/SUMMER SOCIAL		\$ 4,500.00	\$ 9,000.00	\$ 7,000.00	
	NAME BADGES		\$ 194.70	\$ 184.50	\$ 788.90	
	BANK CHARGES & MISCELLANEOUS			\$ 223.93	\$ 114.62	
	SUPPLIES, NEWSLETTER, STATIONARY&POSTAGE		\$ 3,176.68	\$ 4,075.91	\$ 3,968.41	
	N.J. QUARTERLY NEWSLETTER-DESIGN & EDITING		\$ 600.00	\$ 900.00	\$ 700.00	
	LEADERSHIP CONFERENCE		\$ 2,311.96	\$ 2,722.41	\$ 1,888.99	
	STRATEGIC PLANNING RETREAT		\$ 5,508.03	\$ 2,770.21	\$ 2,846.87	
	MANAGING DIRECTOR		\$ 7,500.00	\$ 10,000.00	\$ 10,000.00	
	MEETINGS, CONFERENCES-GET TOGETHER		\$ 4,368.85	\$ 4,674.20	\$ 750.00	
	MANAGING DIRECTOR-CONFERENCES & DUES		\$ 4,648.16	\$ 3,980.96		
	GIFTS					
	FLOWERS/FRUIT BASKETS		\$ 1,096.75	\$ 449.85	\$ 654.32	
	CONDON, O'MEARA, MCGINTY & DONNELLY LLP		\$ 2,900.00	\$ 2,800.00	\$ 2,700.00	
	HFTP CHARITY OUTING		\$ 1,000.00		\$ 1,000.00	
	CMAA-CF SILENT AUCTION DONATIONS		\$ 3,500.00	\$ 8,500.00	\$ 8,500.00	
	TASTE OF THE CHIEF'S		\$ 2,396.00	\$ 7,295.42	\$ 2,865.10	
	SUMMER SOCIAL			\$ 1,000.00	\$ 1,360.00	
	INSURANCE		\$ 1,311.70	\$ 1,059.45	\$ 760.50	
	EDUCATION		\$ 3,561.12	\$ 16,889.31	\$ 37,173.98	
	EDUCATION-WORKSHOP 2010		\$ 30,499.46			
	EDUCATION-WORKSHOP 2011		\$ 3,950.00			
	WORKSHOP EXPENSES		\$ 26,070.01	\$ 27,927.69		
	MISCELLANEOUS		\$ 2,401.10	\$ 2,849.01	\$ 1,667.00	
	TOTAL EXPENSES		\$ 115,304.52	\$ 114,267.85	\$ 90,143.69	
	Excess of Receipts to cover disbursements for year ended		\$ 18,825.85	\$ 5,384.82	\$ 4,183.53	
	CASH BALANCE- OCTOBER 31ST		\$ 125,910.46	\$ 93,643.59	\$ 87,182.04	
	TD BANK		\$ 107,084.61	\$ 88,258.77	\$ 82,998.51	
	EVERGREEN--MONEY MARKET FUND (9/30/10)		\$ 10,258.13	\$ 10,216.09	\$ 10,163.94	
	TOTAL CASH		\$ 117,342.74	\$ 98,474.86	\$ 93,162.45	
	NOTES: 30% OF MEMBERS WITH ANNUAL DUES 2011 PAID TO DATE HAVE CONTRIBUTED TO N.J.C.F. CHECK OFF. 68 % OF MEMBERSHIP ROSTER HAVE PAID 2011 DUES, 32 % ARE NOW DELINQUENT.					
	CASH BASIS OF ACCOUNTING.					
	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.					