



**NEW JERSEY
CHAPTER**

**CLUB MANAGEMENT
ASSOCIATION OF AMERICA**

Report
For
Annual Meeting
November 13, 2023

Baltusrol Golf Club
Springfield, NJ

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**Annual Meeting Agenda
Monday, November 13, 2023**

- 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 2022 Annual Meeting: James Creamer, 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
- 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 2023-2024 Board of Directors: Past CMAA President Burt Ward, CCM, CCE
- Board of Directors Plaque Presentations
- Closing remarks
- Adjournment



Presidents Report

2023 was a memorable year for NJCMA. Record numbers of participation. The new members recruitment was to achieve 27 new members and as of this report we have 45 new members.

NJCMA committee volunteers did a tremendous job bringing members together at education sessions, wine luncheons, Pickleball, Mets Game, Oyster Harvesting and even on zoom. Lots to look forward to in 2024.

Many chapter members attended the World Conference in Orlando, it was an amazing opportunity to network with our peers off site. Hope to see you in Las Vegas.

Special kudos goes to Stephen Hurd, CCM, CEC and Maxwell Shteyman, CCM, CEC who obtained the hallmark of our industry with the CCM designations this year.

Cindy Williams, CCM was recognized in the 2023 class of fellows at World Conference. The Fellows Program honors dynamic and active luminaries who embody the leadership, integrity, involvement, and contributions of excelling club management professionals.

There are 3 student scholarship winners, each awarded \$5,000.

Isabelle Stecher and Jaime Diaz from Farleigh Dickinson University and Shannon Hunt a student from University of Delaware

Congratulations to Christian Helbig, from Fiddler's Elbow Country Club who won the Karl G. Habib Wine Scholarship. This chapter wine scholarship is dedicated to former NJCMA Board member Karl Habib, who founded the chapter's local wine society.

Congratulations to Kerry Zinckgraf from Orange Lawn Club for winning the Rita F. Galante Scholarship. Rita F. Galante Scholarship is in honor of the first female member of the NJCMA. Rita would go on to serve as the first female Chapter President from 1984-1986 and again from 1991-1992. The purpose of the scholarship is to provide the opportunity for a woman in the chapter to attend World Conference for the very first time.

Remember to take advantage of all the programs that NJCMA has to help you with your career. Please inquire about the Tuition assistant program and BMI reimbursement program if you are not aware of what is available.

Please join us on December 4th, as Rose Baez-Mabli, is hosting our annual Holiday Christmas Party at Glen Ridge Country Club. All managers attending are asked to bring an unwrapped toy in support of Toys for Tots, as part of our Clubs Collecting for Communities Campaign.

Our Annual Atlantic City Workshop is scheduled for January 22 at the Borgata Hotel & Casino featuring keynote speakers Kent Julian and Jeff Havens. Once again, we will be hosting a networking happy hour at the Gypsy Bar Sunday night.

Remember we are all stronger together.

Holly Bilotti, CCM

President



Secretary's/ Treasurer's Report

Audited Financial Statements:

- Attached please find the audited financial statements for FY 2022
 - Letter of representation
 - Statement of Assets, Liabilities, and Net Assets
 - Statement of Revenues, Expenses, and Net Assets

Current Year – FY 2023:

The Chapter ended FY 2023 with a \$ \$ \$12,348.10 surplus.

- Please see the attached October 31, 2023 Chapter financial statement.

Current Cash Position:

- As of November 1, 2023, we have a cash balance of \$ \$262,904.76

NJ Club Foundation:

- In 2023, the Chapter collected \$4,950 in donations to the NJ Club Foundation along with our annual dues billing. The Foundation appreciates your continued support!



NEW JERSEY CHAPTER

CLUB MANAGEMENT
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2023 NJCMA Annual Allied Association Report

John Hemrick, CCM-Chair

Allied Association

- On September 19, an education session “Fueling the Capital Engine” was presented by for General Managers, Facilities Managers and Controllers. Invitations was sent to Hospitality Financial Technology Professionals organization.
- Next year we are looking to organize a “Wine Tasting with a Facilities Bent”. The event will consist of a tour of the Domaine High end Wine storage facility in Edison NJ. A wine tasting will follow the presentation.



Awards Committee

The NJCMA chapter highlights for the year 2023 are as follows

- Two members of the chapter received their Certified Club Managers Designation
 - Stephen Hurd, CCM, CEC of Plainfield Country Club
 - Maxwell Shteyman, CCM, CEC of Montclair Golf Club.

- Joe Purdue Scholarship awards were awarded to members of our Student Chapter
 - Rachel Lewis

- James Singerling Scholarship
 - Corey Heyer, Executive Chef, Canoe Brook Country Club, Summit, NJ

- Winning Student Chapter of the Year for a Small Chapter
 - Fairleigh Dickinson University

- 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

Alpine Country Club
Hamilton Farm Golf Club



**NEW JERSEY
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CLUB MANAGEMENT
ASSOCIATION OF AMERICA

2023 NJCMA Annual Corporate Partnership Report

Ryan Brennan, CCM-Chair

Holly Bilotti, CCM-Vice Chair

Corporate Partnership Program Committee

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

In 2023, our Corporate Partnership Program brought into the foundation \$190,000

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

Platinum sponsors – Condon, O’Meara, McGinty and Donnelly, LLC; Sysco, Specialty Staffing

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

Silver Sponsors – Allied Beverage; Club Procure; EZ-Go; Garguilo Produce; Mutual of America
Financial Group; RedCom; Rogers McCagg Planners, Designers, Architects; Storr Tractor; Titos
Handmade Vodka; Vic Gerard Club Cars;

Bronze Sponsors –; Angela Grande, Aqua Fresca, Avendra, Biltmore Career Apparel; Blooming
Buds; Clubessential; CaddieNow; Direct Machinery; Ecker Brothers; Fedway; GSI Executive
Search; In Vino Veritis; Jonas Club Software; MembersFirst; MJ Frank; Opici Family
Distributing; Pascal Coffee Roasters; Preferred Business Systems; Sea Breeze; Vias Wines;
Victory Pest Control

Total Platinum sponsors -3

Total Gold Sponsors –4

Total Silver Sponsors – 10

Total Bronze Sponsors – 21



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 ASSOCIATION OF AMERICA

NJCF THANKS ITS CORPORATE PARTNERS



PLATINUM



GOLD



SILVER



BRONZE





Career Services and Certification Committee

I am pleased to present the Certification Committee's report for the NJCMA Annual Meeting held on November 13, 2023. The Certification Committee has been diligently working to support our members in their pursuit of Certified Club Manager (CCM) certification. Here are the key highlights of our recent activities and initiatives:

CCM Eligibility

We are proud to announce that several of our NJCMA members are either eligible for CCM certification or are very close to meeting the eligibility requirements. This is a testament to their dedication and commitment to advancing their careers in club management.

Webinar: "The Path to Certification"

On Wednesday, October 25th, 2023, the Certification Committee organized a significant event to assist our members in understanding and navigating the CCM certification process. This informative webinar, titled "The Path to Certification," was moderated by Brian Watkins, Director of Education at the Club Management Association of America (CMAA). We would like to express our gratitude to Brian for his valuable insights and guidance.

Attendees

We are delighted to report that the "The Path to Certification" webinar garnered significant interest among our members. A total of 40 Chapter members actively participated in this event, reflecting the importance and relevance of CCM certification within our Chapter.

Webinar Content

The webinar was structured to guide attendees' step by step through the CCM certification process. The content covered various aspects of certification, including but not limited to:

- Understanding the prerequisites and eligibility criteria for CCM certification.
- BMI Requirements
- Navigating the application process and requirements.
- Preparing for the CCM exam, including recommended study resources and strategies.
- Available Scholarships from both NJCMA and CMAA
- Insights into the benefits and opportunities that CCM certification can bring to their careers.

Future Initiatives

The Certification Committee is committed to continuing our efforts in supporting our members' journeys toward CCM certification.



The Club Foundation

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.



**2023 NJCMA Annual Education
Report**

Alexander Mueller, CCM-Chair

James Creamer-Vice-Chair

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

Education Committee

Summary of Education Sessions for 2023:

January 10th – Condon O’Meara
Jim Hankowski
Host Club: Park Ave. Club

January 23rd – 1-Day Workshop
Scotty Sanders & John Formica
Venue: Borgata Hotel & Casino

February 9th – Annette Whittley
Host Club: Rumson CC

March 7th – Jarrett Chirico
Host Club: Indian Trail Club

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

April 18th – Gregg Patterson
Host Club: Fiddler’s Elbow CC

May 2nd – Shanna Bright
Host Club: Canoe Brook CC

June 6th – Jeremy Hoch
Host Club: Orange Lawn Tennis Club
Club

Sept. 19 – Ken Butler
Host Club: Beacon Hill Country

October 3rd – GGA Partners -
Henry DeLozier
Host Club: Montammy CC

November 2nd – 1-Day Workshop
Linnet Carty & Brad Steele
Host Club: Spring Brook CC

*Food & Wine Event – 10/17 at Crestmont CC, West Orange, NJ

*Annual Meeting & Wine Dinner – 11/13 at Baltusrol, Springfield, NJ

*Holiday Party – 12/4 at Glen Ridge CC, Glen Ridge, NJ

We’ve started to look at our 2024 education calendar. We have confirmed and contracted with two keynote speakers for our January Workshop/Education session in A/C: We’re excited to have Kent Julian and Jeff Havens as our speakers.

Cedar Hill has confirmed that they will host the Vendor Show and we have confirmation for the NJ Club Foundation Golf Outing will be held at Hamilton Farm GC. In addition, we have confirmation that Rockaway River CC would like to host the 2024 NJCMA Holiday Party, so I feel that we are off to a great start. The 1st education session, which will be in

early January, Park Avenue Club has offered to host this session. I spoke with John Gomez earlier in the year and he stated that they would host this education session, and we only need to follow up with a firm date, time, and topic/speaker.

The education committee will focus on a couple of things for 2024; host clubs able to accommodate education sessions and making sure we target all of the core competencies that CMAA would like the chapter to address. Hopefully, we can attract and engage with some new clubs willing to host our education sessions in 2024.

Respectfully submitted:

Alexander Mueller – Chair

James Creamer – Vice-Chair



NJ Club Internship Committee

The 2023 NJCMA Internship Digital Booklet was successfully updated and distributed to schools with hospitality programs within the tri-state area by the end of March 2023. 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

Throughout the year there have been updates provided by CMAA on various issues related to the legislative and regulatory issues impacting the industry. This year there were discussions on various key topics on different platforms and events. One such important event this year was the National Golf Day. This day serves as the pinnacle advocacy event of the year for the American Golf Industry Coalition, formerly known as We Are Golf. The Coalition celebrated its 15th annual event on Wednesday, May 10. More than 275 industry professionals visited Capitol Hill in Washington, DC. Advocates met with 250 members of Congress to highlight and discuss the industry's valuable contributions to our nation's economy, society, environment, and local communities.

Some of the issues discussed were:

1. Modernizing the US Tax Code

One of the priorities this year was to ask Congress to modernize the US tax code through the passage of [HR3124](#), sponsored by Congresswoman Claudia Tenney (R-NY) and Congressman Jimmy Panetta (D-CA). This legislation corrects exclusionary language (§ 144(c)(6)(B) of the Internal Revenue Code) that disqualifies any “any private or commercial golf course, country club” from access to various forms of disaster relief and economic stimulus programs that are available to other hospitality businesses, such as restaurants, hotels, and attractions. Learn more about [this proposed legislation](#).

2. Create a Long-Term Fix for the H-2B Program

The H-2B Visa program provides well-vetted, temporary workers from other countries to help golf and other seasonal industries fill these gaps. Unfortunately, the annual 66,000 cap – 33,000 each six months - is woefully insufficient during this period of historic low unemployment. Seasonal employers like clubs need a permanent solution and certainty with this program. Legislation is needed and the Coalition highlights HR 3897, the “H-2B Returning Worker Exception Act” sponsored last Congress by Cong. Henry Cuellar (D-TX-28) as a template for a solution. This bill would have created a permanent exception to the cap, by exempting those returning to the United States within three years of first entry. This would relieve the annual pressure faced by employers who struggle to find labor for the upcoming season. AGIC supports this and any other legislation that would exempt returning workers from the cap and/or the employers who follow the rules when employing them.

3. Support the PHIT Act

The Personal Health Investment (PHIT Act - [S. 786/HR 1582](#)) promotes healthy lifestyles by lowering the cost of activity. It will allow individuals to use pre-tax dollars in HSAs, FSAs and other medical accounts to pay for prevention not just treatment of disease. Covered items would include lessons and clinics, tournament and greens fees, etc.

4. Authorize Vital Turfgrass Funding in the 2023 Farm Bill

Congress should continue and expand funding of the National Turfgrass Research Initiative (NTRI), listed under Sec. 7209. High-Priority Research and Extension Initiatives in the 2018 Farm Bill. Turfgrass covers an estimated 60 million acres nationwide. It is vital to the golf industry, which contributes \$102 billion annually to the economy. Turf also protects water quality; reduces pesticide use; and mitigates soil erosion and pollutant runoff into streams and waterways.



**NEW JERSEY
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CLUB MANAGEMENT
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**2023 NJMA
Membership/Ambassador/Welcoming/
Orientation Annual Report
Holly Bilotti, CCM – Chair
Joseph Bassani– 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 61 new NJCMA members (11 transferring from other chapters and 50 new members). We happily have reached and bypassed our 2023 new member recruitment goal of 27 new members set by CMAA.

Matthew Cavalieri	Baltusrol Golf Club	Director of Outside Operations
Leandro Gonzales	Essex County CC	Mens Grill Manager
Raymundo Morales Jr.	Canoe Brook CC	Events Manager
Ludi Zuberi	Essex Fells CC	Assistant General Manager
John Gomez CCM	Park Avenue Club	General Manager
Lauren Abrams	Arcola CC	Assistant General Manager
Jason Maino	Deal Golf & CC	Food & Beverage Manager
Jeff Gallo	Park Avenue Club	Director of Event Operations & Sales
Jay Daly	Forest Hill Field Club	COO
Jon Patrick	Cedar Hill Golf & CC	Clubhouse Manager
Joseph Johnson	Crestmont CC	Director of Facilities
Caroline Mehra	Glen Ridge CC	Food & Beverage Manager
Richard LoMonte	Bradford Bath & TC	General Manager
Kendall Eager	Bedens Brook Club	Dining Services Manager
Sanchez Jon	Raritan Valley CC	Restaurant Manager
Marthins Jeff	Arcola CC	Director of Tournament Operations
Denise Grieger	Spring Brook CC	Events Manager
Bill Crouse	Glen Ridge CC	Executive Chef
Michael Carrino	Essex County CC	Executive Chef
Bridget Foster	Spring Lake Golf Club	Asst. Food & Beverage Director
Jan Zimmermann	Roxiticus GC	Clubhouse Manager
Jason Fiore	Echo Lake CC	
Jamie Cerino	Canoe Brook CC	Director of Membership & Marketing
Angel Camacho	Arcola CC	Executive Chef
Peter Adamo	Somerset Hills CC	Asst Clubhouse Manager
Jennifer Lopez	Somerset Hills CC	Events Coordinator
Michael O'Neal	Cedar Hill Golf & CC	Bar Manager
Cheyenne O'Shaughnessy	Indian Trail Club	Restaurant Manager
Gregory Case	Lake Mohawk CC	Clubhouse Manager
Eric Thompson	Roycebrook CC	General Manager
Juliana Agudelo	Metuchen Golf & CC	Catering Director
Gabriel Rickards	Alpine CC	Golf Professional
Emily Berkowitz	Canoe Brook CC	Membership/Marketing Asst
Agustin Sanchez	Essex Fells CC	Executive Chef
Danielle Garrigan	Essex County CC	Events & Marketing Director
Stefany Pazmino	Glen Ridge CC	Administrative Assistant
John Mascari	Alpine CC	Director of Golf
Mihai Piroska	Hollywood GC	Dining Room Supervisor
Michael Frodella	Rockaway River CC	General Manager
Richard Bilotti	Baltusrol Golf Club	Assistant General Manager
Michelle Angie Benitez	Baltusrol Golf Club	Assistant In Training
Richard Marchegiano	Essex Fells CC	Food & Beverage Manager
Nathalie Wilson	Nassau Club of Princeton	Food & Beverage Director
Teddy Nam	Rumson CC	Dining Room Manager
Vegara Kathia	Crestmont CC	Dining Room Manager
Acosta Angel	Crestmont CC	Asst General Manager
Kalel Van Ardsdale	Montammy GC	Food & Beverage Manager
Andreas Plaitis	Alpine CC	Asst General Manager
Patricia Olsen	Fiddlers Elbow CC	Human Resources Director
Steven Roe	Fiddlers Elbow CC	Asst. Clubhouse Manager
Transfers		
Maxwell Shteyman, CCM, CEC	Montclair GC	Executive Chef from Metropolitan Chapter
Rachel Kramer	Preakness Hills CC	General Manager from Metropolitan Chapter
Thomas Savvides	Indian Trail Club	General Manager from City of NY
Michael Lopez CCM	Watchung Valley GC	General Manager from Metropolitan Chapter
Rachael Freedland	Echo Lake CC	Director of Food & Beverage from City of NY
Kada Cernek	Rumson CC	Communications Director from Philadelphia Chapter
Gordon Digby	Newton CC	General Manager/COO from Greater Southwest Chapter
Dana Cancellaro CCM	Crestmont CC	General Manager from Metropolitan Chapter
William Taylor	Liberty National Golf Club	General Manager from Texas Chapter
Joseph Pontuti	Arcola CC	Club Manager from Carolinas Chapter
Matthew Merrill	Fiddler's Elbow CC	Director of Operations from Greater Southwest Chapter



NJ Club Foundation Committee

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 1.15 million in the account.

Scholarship/Grants: The Foundation awards Student Scholarships annually for students that are enrolled in various Hospitality Programs. 3 scholarships were awarded as follows: Jaime Diaz and Isabelle Stecher both from FDU and Shannon Hunt of University of Delaware each receiving \$5,000.

- 5 Tuition assistance (TAP) grants were given out this year totaling just under \$7,056.50
- 11 plus 4 pending BMI reimbursements were given out totaling \$36,595
- We will also be giving out grants for Wine Society and Rita Galante scholarships at the Annual Meeting.

Student Chapter: Rachel Lewis received the Joe Purdue Scholarship this year. Eleven FDU students attended the CMAA World Conference in Orlando, Florida. This was the largest group that they have taken to date. FDU won first place in the Idea Fair for Collaboration with a Senior Chapter. They submitted information about our annual Wine Pull

Fundraiser at the Food and Wine Experience. NJCF generously supported the cost of student travel to Florida.

NJCF Golf Outing: The 2023 NJ Club Foundation Golf Outing was held on August 21st at Trump National Bedminster.

There were 146 golfers, Of the 146, 78 were from Clubs, 63 Sponsors & 5 vendors. There were also 26 paid dinner guests plus several Charity representatives.

Sincere thanks to the following vendors who contributed to the 2023 New Jersey Club Foundation Golf Outing through our Corporate Partner Program:

PRESENTING SPONSORS
Condon, O'Meara, McGinty & Donnelly LLP
Sysco Metro New York

Sincere thanks to the following vendors who contributed product and/or services to the 2023 New Jersey Club Foundation Golf Outing:

- Beverage Cart Sponsor - Vias Ltd-Michael Bajdechi
- Hole in One Cars-Celebrity Motor Car Company-Lexas of Route 10
- Hole in One Golf Carts-EZ Go-Andy Bulizak
- Cocktail Hour Sponsor: Assured Partners-Tim Heublin
- Lunch Sponsor: SimpleGrid-Ashun Saleem

Additional Vendors who donated products or services:

Allied Beverage	Gallo Wines
Celebrity Auto Group	Lexus of Route 10
Champions Gin	Pasqua
Entertainment Consultants	Opici Distributing
EZGo	Martinez Cigars
Fedway	Vias Wines

Special thanks to all the clubs who donated various items:

Bay Head Yacht Club	Indian Trail Club
Beacon Hill Club	Manasquan River CC
Beacon Hill Country Club	Metuchen Golf & CC
Canoe Brook Country Club	North Jersey Country Club
Deal Golf & Country Club	River Vale Country Club
Edgewood Country Club	Rumson Country Club
Fairmount Country Club	Silver Spring Country Club
Fiddlers Elbow Country Club	Spring Brook Country Club
Gallo Wines	Suburban Golf Club
Hollywood Golf Club	

Food & Wine Experience : The FDU Student Chapter ran the annual wine pull at the Food & Wine Experience which raised \$1,435. They sold 52 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 NJ State Golf Association Youth Foundation, whose 3-year commitment was satisfied this year. The other two charities are: • Hemophilia Association of America (expires in 2024) • POAC (Parents of Autistic Children) (expires in 2025)

Earlier this year, the NJCF paid the second 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 4 charities received NJCF donations this year from the golf outing are:

- POAC - \$5,000
- Hemophilia Association of America - \$5,000
- NJ State Golf Association Youth Foundation - \$5,000
- St. Judes Childrens Hospital - \$2,500

Other Charitable donations include: \$29,380

\$5000 NJ State Golf Association Youth Foundation
\$5000 POAC Parents of Autistic Children
\$5000 Hemophilia Association of New Jersey
\$2500 St. Judes Childrens Hospital
\$10,000 The Club Foundation
\$880 University of Delaware
\$1000 International CHRIE ESD Event Sponsorship

Corporate Partnership Program: Corporate partners were asked to renew for their 2022-2023 year. The program now has 38 sponsors in the program across all categories. A total of \$190,000 was received in 2023 from sponsors

Atlantic City Workshop: The 2024 workshop will be held at the Borgata on Sunday/Monday January 21st & 22nd featuring Jeff Havens and Kent Julian.

2024 NJCF Golf Outing: The 2024 Golf Outing will be held at Hamilton Farm Golf Club in Gladstone on August 26, 2024.

CPP Vendor Show: The 2024 show is scheduled for March 25, 2024 at Cedar Hill Golf & CC

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 2023 Foundation Chairman and would like to thank the Members of the NJ Club Foundation Board for their dedication and service:

2023 NJ Club Board of Directors

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



**NEW JERSEY
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**2023 Club Chefs Committee
Annual Report**

Stephen Hurd, CEC – Chair

Corey Heyer-Vice-Chair

**Artie Keenan and Micheal Weisshaupt –
Club Chef Committee Members**

NJCMA-Club Chefs Committee

Summary of Networking/Education Sessions:

April 12th – Networking Lunch

Host: Green Room at Bell Works Market

There was a complimentary lunch along with a “meet and greet” of likeminded Club Chef Professionals. Afterwards there was an indoor Farmer's Market for all the Chefs to enjoy. The purpose of this lunch was to unite the Private Club Chefs in the Mid-Atlantic Region of NJ. Within this network, we would be able share thoughts, ideas, opportunities and education with each other along with the NJCMA chapter to create a better understanding of the needs of a Club Chef.

September 12th – Sloop Point Oyster Farm

Host Club: Bay Head Yacht Club

We met at BHYC at 10am, boats left for Sloop Point Farm at 10:30am. We toured the oyster farm for approximately 1.5 hours and learned all about the producing, the care and harvesting of oysters. Returned to BHYC for a wonderful lunch.

Our objective for the year was to engage, unite and enrich the NJ private club chefs. We created a network of Chefs within the NJ private clubs who are not only engaged but united by joining the NJCMA chapter. We will continue to enrich this group as we begin to look at our 2024 calendar next year with more educational networking opportunities. Already we have identified a local cattle farm for our first visit of the 2024 calendar year. We have established that all events should be held in March/April and then resume in late September/October due to the Chefs business schedules.

Respectfully submitted:

Stephen Hurd, CCM, CEC – Chair



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2022 NJMA Website/Communications Public Relations Annual Report

**Paulette Strauss – Chair
Cory Melroy-Vice-Chair**

Website/Communication/Public Relations Committee

Communications and Engagement

- We invested in a professional account on Canva to create more engaging and dynamic flyers and images for the many events over 2023.
- Many more sharable social media images were created and we posted with more frequency across our channels.
- Our most active chapter members continue to engage via LinkedIn and Instagram as the preferred channel while Facebook is still relevant. Though we have a page on X (formerly Twitter) most members are not using it.
- We were pleased to see many more members tag our pages from their BMI events, Yo-Pro, Wine Luncheons, Education Sessions, and more.

Website and Communications

- MembersFirst rolled out the “Drag & Drop” feature last quarter so we are working with Rosemary to refresh the email templates and update the app more frequently.
- We will be working with committee members to update the club images online as many have undergone (or are undergoing) renovations.

Respectfully submitted:
Paulette Strauss - Chair



**Student Chapter: Fairleigh
Dickinson University**

Fairleigh Dickinson University's Club Management Association of America (CMAA) Student Chapter was awarded First Place in the Idea Fair for Collaboration with Senior Chapter. The FDU Student Chapter submitted information about the Wine Pull Fundraiser held at NJCMA's Food and Wine Experience. This event is held annually at the Food and Wine Experience. Clubs donate wine to the student chapter which are raffled off at the event. All proceeds of the Wine Pull support educational activities for the student chapter.

Our leaders of CMAA FDU student chapter are as follows:

2023-2024 Student Executive Board:

President – Rachel Lewis
Vice President – Kashawn Snow
Secretary – Lorelei Eisele
Social Media / Treasurer – Isabelle Stecher
Fundraising Chairs – Beckett Burcat and Beem Suraweck

Faculty Advisor and Student Chapter Liaison:

Faculty Advisor: Kane Pappas
School Director: Dr. John Niser
Student Chapter Liaison: James Creamer
CMAA Student Chapter National Manager: Sumaya Arcusa

World Conference:

Eleven FDU students attended the CMAA World Conference in Orlando, Florida. This was the largest group that we have taken to date. FDU won first place in the Idea Fair for Collaboration with a Senior Chapter. We submitted information about our annual Wine Pull Fundraiser at the Food and Wine Experience. NJCF generously supported the cost of student travel to Florida.

Field Trips:

- Fall 2022 field trip taken to Orange Lawn Tennis Club and Spring Brook Country Club.
- Spring 2023 field trip taken to Baltusrol Golf Club and Canoe Brook Country Club

Guest Speakers:

- Fall 2022 - Paul Wawrynek visited the Florham Campus and presented during our Welcome Back Lab about Club Management.
- Fall 2022 - CJ Milano presented via Zoom during the Welcome Back Lab at the Metropolitan Campus
- 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

Joe Purdue Scholarship Winner:

- Rachel Lewis was named Joe Purdue Scholarship winner in 2023.

Club Course:

The Club Course was taught by Professor Ryan Brennan, General Manager of Clubhouse Operations, Manasquan River Golf Club during the Spring of 2023.

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 Director of Food and Beverage, The Philadelphia Cricket Club
Salvatrice DiFresco- Rooms Division Manager, Westchester Country Club
Cheryl Wisch- Food and Beverage Manager, Shelter Harbor GC- RI
Cory Melroy- Food and Beverage Manager, Spring Lake Golf Club
Erika Emmerling- Private Event Manager, The Union League of Philadelphia
Dana Kurdyla- Banquet Manager, Indian Trails 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
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
Rachel LaPreta- Bay Head Yacht Club
Teddy Nam – Dining Room Manager, Rumson Country Club
Anastasia Vogiatzi – Assistant Food and Beverage Manager, Congressional Country Club
Rachel Lewis – Event Coordinator, Mountain Ridge Country Club

FDU Student Internships Summer 2023:

- Jaime Diaz – Crestmont Country Club
- Isabelle Stecher- Roxiticus Country Club
- Kristen Anastasia – Bay Head Yacht 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)



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2023 NJCMA Strategic Planning Annual Report

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

Strategic Planning Committee

Every year following the NJ Club Management Association's annual meeting, the NJCMA board conducts a board retreat and organizational gathering. In 2023, we sought the expertise of keynote speaker John Formica to guide us through this important session. The primary objective of this meeting was to empower committee chairs to carry out their responsibilities in crafting programs and enhancing member engagement to reach our objectives.

In the upcoming January, we are excited to announce our collaboration with Chris Coulter and Kevin Carroll from the McMahon Group for an extended session. This extended session will be 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 Food & Wine Experience Report

This year's Food and Wine Experience was a hit. We sold out Vendor and Chef tables and maximized our space at Crestmont Country Club. The total number of vendors was capped at 29 and the total number of chefs was capped at 11. The total number of vendors who showed up was 26. Our list of attendees ended with over 230 people including members, vendors, chefs, etc. This year, we decided to show appreciation to the executive chefs and purchase awards through YourLeaderboards. (picture of the awards). Moving forward, we need to make sure the Chefs feel valued and appreciated. Crestmont Country Club was great to work with and they have the space to handle this size of an event. Crestmont Country Club has agreed to host it in 2024. I believe this event will continue to grow with participation and chef involvement. I also would like to turn it up a notch and come up with ideas to enhance this event. Goals for 2024– 30 vendor tables and 12 to 15 chef tables.

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

I'd like to thank everyone who supported the FDU Student Wine Auction. NJ Clubs donated a record number of 52 bottles to the student wine auction which allowed them to raise over \$1,435 for their student chapter.

Club Chef Tables

- Bay Head Yacht Club
- Canoe Brook Country Club
- Crestmont Country Club
- Essex County Country Club
- Fiddler's Elbow Country Club
- Orange Lawn Tennis Club
- Plainfield Country Club
- Roxiticus Golf Club
- Rumson Country Club
- Somerset Hills Country Club
- Spring Lake Golf Club

Chef

- Marc Bouchard
- Corey Heyer
- Jesus Casillas Villalobos ,Alejandro Megia, Rigo Ramos Oliveros
- Michael Carrino
- Michael Weisshaupt
- Ivan Villaneuva
- Stephen Hurd
- Frank DiNardo
- Dan Benjamin
- Jennifer Wayland
- Brendan Arenth

Beverage Vendor Tables

- Allied Beverage Group
- Vineyard Brands
- Bowler Wine
- Fedway Associates
- Jackson Family Wines
- Hartford Family Winery
- The Lux Group
- Moët Hennessy
- Terlato
- Stateside Vodka
- Gallo Wine Sales of New Jersey
- Golden Bay Distillery
- Halleck Vineyard
- Vias Imports LTD.

- Kane Brewing Company
- Massanois Fine Wine and Craft Spirits
- WineBow
- Matchbook Wine Company
- Selection Pas Mal
- Lieber Fine Wine and Spirits
- Polaner Selections
- Rosenthal Wine Merchant
- Roy Estate
- T. Edward Wines
- The Withers Winery
- Vintus Wines
- Wilson Daniels
- Pascal Coffee Roasters





Wine Society Committee Report

We had a very successful year in 2023 for the Wine Society. Throughout the entire year, vendors and suppliers covered all the expenses related to the Wine Luncheons. We kicked off in February and never looked back. Below is the list of our Wine Luncheons that we offer once a month.

February– Bordeaux sponsored by Fedway– Leo Leao– Fiorinos

March– Tua Rita sponsored by WineBow– Ian Hock and Tua Rita family member Giovanni– Charlies of Lincroft

April– Joseph Phelps Vineyards sponsored by Andre Reid Regional Sales Manager for Joseph Phelps Vineyards– Battello Jersey City

May– Aperture Cellars sponsored by Pas Mal– Jim Ryan and Special Guest winemaker and owner Jesse Katz– Picolla Italia

June– Paul Hobbs sponsored by Fedway– Leo Leao and Special Guest Paul Hobbs-Ristorante da Benito

September– Vega Sicilia sponsored by Fedway– Leo Leao and Jim Turney- Europvin Atlantic Field Manager– Albariño

October– Rosenthal Portfolio sponsored by Rosenthal Wine Merchant– Philip Cooper– Fiorinos

November– Lerner Project Wines sponsored by Vias Imports LTD– Michael Bajdechi– Essex Fells Country Club

This year we saw many vendors, distributors, and suppliers jumping at the chance to be able to be presented in front of many Club managers. With this happening it proved to be a successful, no-cost year for the Wine Society. As we look ahead, we would like to recruit more members who are involved in the beverage programs at Clubs and to develop a no-show/cancellation policy. Additionally, for Club managers looking to achieve their Level 1 Introductory Sommelier, we are planning on hosting a two-day session in the fall of 2024. We are excited to keep the momentum moving forward.





Women in Club Management

Recap

• The WICM events gained even more momentum this year with new faces and higher participation.

There were two events of note in 2023:

- Luncheon (rescheduled from April) at Canoe Brook CC focusing on Ethan Kross’ bestselling book Chatter: Harnessing our Inner Dialogue and Don’t Feed the Elephants (author presented at CMAA National Conference last month)
- Self-Defense Training Class for Women at Glen Ridge CC on 11/28/23. This is a first and a new and different format for WICM – we hope to bring more of these types of events to the chapter next year

• We will be scheduling the events for 2024 and are deciding the format and topics while soliciting feedback from members



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Yo Pro

**Joseph Bassani, Co-Chair
Jenna Jardin, Vice-Chair**

Yo Pro

This past year was a great year for the Yo-Pro's in the New Jersey Club Management Chapter. This is the first year since covid where we had a full calendar year of events where we were able to host 3 awesome, well attended events that had young club management professionals enjoying each other's camaraderie. To start the year off, we hosted a Yo-Pro cooking class at Heirloom Kitchen in Old Bridge, NJ, and it was an awesome, fun, interactive event. Heirloom Kitchen is a farm to table restaurant, that turns into a cooking school during the week on Mondays and Tuesdays. The theme of the cooking class was French, where we made French classics such as Beef Bourguignon, Gruyere Pomme Puree, Green Bean Almondine, Duck Confit Salad, and Vanilla Pot de Crème. Each attendee was asked to bring a bottle of French red or white wine from their club's wine lists, and it was a spectacular event that featured great food paired with great wines.

Our second event featured professional sports, and we were delighted to take in afternoon matinee baseball game featuring The New York Mets vs. The Atlanta Braves. All the yo-pros took a bus together to and from Citi Field, and we enjoyed a great afternoon of baseball, and each other's company. It was a great day to escape our respected clubs for a day prior to the busy season and enjoy a great day out. To round out the Yo-Pro event calendar, Orange Lawn Tennis Club in South Orange hosted about 30 young club management professionals in a beautiful fall afternoon of pickleball. Pickleball is one of the fastest growing sports throughout the world, and is a fast-growing amenity at private clubs throughout the country. The pickleball outing Director of Racquets, Brett Kraft, led the instruction, and then guided the group to a round robin tournament. A delicious BBQ lunch followed the tournament play, and all in all was a great fall day for young club professionals to play a sport that is featured at a lot of their clubs.

We thank all the Yo-Pro's who supported the event calendar throughout the year, and we cannot wait to begin to plan next year's events!



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**2023 Nominating Committee Annual
Report
Ryan Brennan, CCM – Chair**

Nominating Committee

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, Paulette Strauss 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:

Holly Bilotti, CCM

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

NJ Club Managers Association Financial Report For Year Ending 10/31/23				
	Year Ending 10/31/2023	Budget Year Ending 10/31/2023	Year Ending 10/31/2022	Year Ending 10/31/2021
Revenue:				
Membership Dues & Initiation Fees	105,122.50	67,000.00	76,370.00	55,550.00
Food & Wine Experience	9,395.00	10,000.00	11,840.00	10,250.00
Chapter Social	4,575.00		5,550.00	
NJCF Reimbursement-Vendor Show	168.18			
NJCF Reimbursmnt -CPP Expenses	2,354.55		1,250.00	
NJCF Reimbursmt-Workshop Expenses/CPP Exps	589.57		168.99	
NJCF Reimbursmt-Education (Prior Yr)				1,201.91
NJCF Reimbursmt-Education (current)	53,152.60	50,000.00	52,363.33	35,885.24
NJCF Reimbursmt-Board Retreat				
NJCF Reimbursement: Leadership	2,000.00	2,000.00		
NJCF Reimbursement NJCF Golf Outing	700.00			
Contributions-Meetings-Holiday Party	19,960.00		23,245.00	1,500.00
Wine Society Meetings/Dues/Gallo Donation**	2,020.00		1,790.00	2,060.00
Wine Society Awards/NJCF			5,000.00	
Miscellaneous: Top Golf Refund				
Miscellaneous Contributions/NJCF Checkoff	4,950.00	3,000.00	3,850.00	3,300.00
Miscellaneous Income (mmbrrfst-Titos-COY)	\$ 650.00	\$ 5,000.00		3,797.79
	\$ 205,637.40	\$ 137,000.00	\$ 181,427.32	\$ 113,544.94
Total Revenue				
Expenses:				
Workshop Education Next Yr	7,000.00			7,750.00
Workshop-Education Current Yr	29.53			
Education:Current yr	53,662.70	50,000.00	54,333.03	24,440.44
Education-Previous Yr 2022				3,201.91
Entertainment & Holiday Party	28,750.00	10,000.00	29,000.00	
Food & Wine Experience-current Yr	7,564.63	10,000.00	5,398.65	10,300.00
Food & Wine Experience/Previous Yr	761.26			
Name Badges				993.91
Newsletter				
Enewsletter Editor/Photographer	350.00	1,500.00		
Chapter Conference Dinner-NJCF			5,250.00	
Postage,Printing and Stationary	1,798.55	2,400.00	1,861.66	2,326.80
Strategic Planning Retreat				
Leadership Conf-Bd Members	6,044.28	7,500.00	1,628.38	
NCA Conference-Board				
Managing Director Services	45,000.00	45,000.00	35,000.00	36,750.00
Dues & Fees-Mging Director		325.00		
Leadership/ Conference/Mtg- Mng Director	2,108.47	6,075.00	4,159.30	375.00
Professional Fees	800.00	750.00		
Bank Charges		36.00	20.00	
HFTP Charity Outing	300.00			
Blue Hen Chapter Outing				
Summer Social				
CMAA CF Donation		1,000.00		
Insurance	1,841.21	3,400.00	2,990.71	2,328.89
Contribution NJCF Check off	4,350.00	3,000.00	5,850.00	1,625.00
Gifts, flowers & Fruit Baskets	251.52	1,200.00	109.63	1,749.46
Meetings:Unemployed Managers	50.00		50.00	
Technology: Website-Quickbks-Gsuite-Mmbrtctx	5,579.80	4,800.00	4,659.63	2,786.28
NJCF/Golf Outing/Wkshop -to be reimbursed	850.00			276.22
NJ Wine Society**	5,800.06		3,605.12	7,496.67
Idea Fair Expenses/Grant		1,100.00		
Donation			5,000.00	
NJCMA Board Expense/ Retreat	16,701.30	10,000.00	10,394.20	7,116.11
Miscellaneous (past pres-tribe gifts-chptr-fdu)	3,695.99	1,000.00	18,690.39	4,195.00
Total Expenses	\$ 193,289.30	\$ 159,086.00	\$ 188,000.70	\$ 113,711.69
Net Surplus or (Deficit)	\$ 12,348.10	\$ (22,086.00)	\$ (6,573.38)	\$ (166.75)
or (Excess of receipts to cover disbursements for year ending October 31, 2023)				
Net Asset Balance Beginning of Year	\$ 250,556.66	\$ 253,064.56	\$ 257,130.04	\$ 257,296.79
Net Asset Balance End of Year	\$ 262,904.76	\$ 230,978.56	\$ 250,556.66	\$ 257,130.04
<i>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.</i>				
**Includes NJ Wine Society				
Checking Account-TD Bank Balance	\$ 262,904.76			