

ANNUAL MEETING
GREATER MICHIGAN
CHAPTER

ANNUAL REPORT
2017-2018



The University Club of MSU
November 5, 2018

2017-2018 Board Members

OFFICERS

President	Wendy Anglin, CCM The Old Club
Vice President	Derek E. Jacques, CCM Detroit Golf Club
Secretary / Treasurer	Craig Cutler, CCM Country Club of Detroit

DIRECTORS

Chairman, Education	John Matway, CCM Grosse Pointe Club
Chairman, Membership South	Stan Pena The Village Club
Chairman, Membership North	Michael Rossen, CCM Meadowbrook Country Club
Chairman, Roster	Derek Jacques, CCM Detroit Golf Club
Chairman, Communication/ Technology	Patrick Pardington, CCM Franklin Hills Country Club
Chairman, Charitable Efforts	Tracy Wilson, CCM Knollwood Country Club
Past President	Thomas Trainor, CCM

PRESIDENT'S REPORT – Wendy Anglin, CCM

Over these past three years, the Greater Michigan Club Management Association Board of Directors has developed a long-range strategic plan for our association. After much teamwork and collaboration, collecting valuable information and insight from the GMCMA as a whole, through surveys and continuous Board discussions surrounding standards or values of the GMCMA, I am proud to announce that the Strategic Plan has finally come to fruition.

In addition to the completion of the long-range strategic plan, the restructured GMCMA Mission and Vision statements based on the top core values chapter members specified in surveys, has been finalized and approved.

GMCMA Mission Statement

Providing professional growth through education, networking fellowship and support to our members, along with actively participating in charitable efforts and community outreach

GMCMA Vision Statement

An association of top leaders committed to excellence in Club Management

The Greater Michigan Club Management Association values long-time volunteers and highly engaged members for their contributions to our shared profession. We have made great strides and will continue to work together to find ways to re-engage our committees, one of the most productive tools that our association has to achieve our long-range strategic goals. Please consider volunteering your time and knowledge for the continued success of our members and chapter.

In conclusion, I would like to give a special thanks to Past President, Tom Trainor for initiating the new strategic plan along with Jack Sullivan with Kopplin Kuebler & Wallace, who originally facilitated this very important assignment.

Lastly, with much gratitude I would like to thank our amazing Board of Directors and Managing Director, Tammy Carter for their leadership, hard work and sincere dedication finalizing these improvements, amongst many other tasks.

Providing and maintaining excellent value, education and camaraderie, ensuring a strong future for the members of the GMCMA will continue to be our highest priorities.

It has been an honor to serve you and I look forward to another successful year as your President. Thank you for your continued support.

SECRETARY / TREASURER'S REPORT

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10/29/18

Accrual Basis

Greater Michigan Club Management Association Profit & Loss

November 1, 2017 through October 29, 2018

Nov 1, '17 - Oct 29, 18

Ordinary Income/Expense	
Income	
Golf Outings	
International Cup Event	2,157.50
International Cup Uniform	1,264.81
Total Golf Outings	3,422.31
Initiation Fees	225.00
Meetings	
All Staff	4,275.00
President's Ball	750.00
Roundtable Asst	540.00
Spring Education	2,435.00
UC-MSU Workshop	3,090.00
Winter	6,015.48
Total Meetings	17,105.48
Membership Dues	22,088.25
Roster	41,906.50
Vendors Reception	1,800.00
Total Income	86,547.54
Expense	
Benevolent/Flowers/Gift	203.18
Club Foundation	103.09
Contract Services	
Legal Fees	1,200.00
Total Contract Services	1,200.00
Education	
All Staff	6,270.13
February Education	5,344.09
Jr Asst Entry Level	1,015.95
Spring Education	0.00
UC-MSU Workshop	2,340.11
Winter	4,101.52
Total Education	19,071.80
Entertainment	
Conference	3,091.16
Holiday	2,000.00
Total Entertainment	5,091.16
Golf Outing	
International Cup	3,429.57
Total Golf Outing	3,429.57
Insurance	1,300.00
Leadership Conference	1,749.09
Legislative Day	2,158.00
Meeting Costs	
All Staff	5,531.40
Asst Mngr Roundtable	640.00
Spring Education	1,350.00
UC-MSU Workshop	4,938.42
Winter	5,146.12
Total Meeting Costs	17,605.94
Merchant deposit fees	187.86
Office Supplies	1,101.21
Office/Computer	169.58

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Greater Michigan Club Management Association

10/29/18

Profit & Loss

Accrual Basis

November 1, 2017 through October 29, 2018

	Nov 1, '17 - Oct 29, 18
Operations	
Postage, Mailing Service	448.01
Printing and Copying	101.76
Telephone, Telecommunications	1,654.75
Total Operations	2,204.52
Other Types of Expenses	
Other Costs	80.45
Total Other Types of Expenses	80.45
Professional Fees	
Managing Director	17,922.60
Total Professional Fees	17,922.60
Roster Printing/Postage	4,331.99
Student Chapter	4,800.00
Vendors Recep	5,790.39
Website	19.99
Total Expense	88,520.42
Net Ordinary Income	-1,972.88
Net Income	<u>-1,972.88</u>

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Greater Michigan Club Management Association

10/29/18

Balance Sheet

Accrual Basis

As of October 29, 2018

	Oct 29, 18
ASSETS	
Current Assets	
Checking/Savings	
Comerica Bank	37,886.55
Total Checking/Savings	37,886.55
Accounts Receivable	
*Accounts Receivable	-7,423.45
Total Accounts Receivable	-7,423.45
Total Current Assets	30,463.10
TOTAL ASSETS	<u>30,463.10</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
*Accounts Payable	-1,250.00
Total Accounts Payable	-1,250.00
Other Current Liabilities	
Award Fund	19,118.50
Total Other Current Liabilities	19,118.50
Total Current Liabilities	17,868.50
Total Liabilities	17,868.50
Equity	
Opening Balance Equity	45,000.00
Retained Earnings	-30,432.52
Net Income	-1,972.88
Total Equity	12,594.60
TOTAL LIABILITIES & EQUITY	<u>30,463.10</u>

WINE SOCIETY COMMITTEE – Wendy Anglin, CCM, Chair

As a member of the Board of Directors for the CMAA International Wine Society, I am responsible for planning and hosting this year's pre-conference IWS Workshop to be held in Nashville, Tennessee, home of country music, BBQ and yes, Whiskey.

2019 Pre-Conference Workshop:

The International Wine Society presents: Whiskeys of the World. A two-day journey. Understanding the complexity of American Whiskey & Scotch Whisky.

Friday, February 22, 2019 - The day will begin with a morning tour and tasting at the world-famous Jack Daniels. After Jack Daniels we head to Mayday Brewery, a funky pit stop to sample their local craft beers paired with a Tennessee BBQ luncheon. We are just getting started as we visit the historic Carnton Plantation & Battle for Franklin Trust where we will tour the property followed by an American whiskey tasting. The day ends with a fantastic American Whiskey Dinner at Westhaven Golf Club in Franklin.

Saturday, February 23, 2019 - We will begin with a morning tour and tasting at the George Dickel Distillery, the second-largest manufacturer of Tennessee whiskey. Dickel produces whiskey much as it has since its beginnings in 1870. Lodged in a rustic corner of Tennessee, a trip to the distillery feels like stepping into a movie set for an old western, where the air smells like burning maple and an up-and-coming country music star may just strum his guitar while rocking in a chair on the wooden porch. After George Dickel we head to Arrington Vineyards for a traditional Southern Fare lunch while tasting award-winning wines set among the picturesque rolling hills of middle Tennessee. Arrington Vineyards has truly become "Nashville's Wine Country". Trailing by a unique afternoon at President Andrew Jackson's Hermitage, first with a tour followed by a Scotch whisky tasting. This historic day ends with a premier Scotch whisky dinner at The Hillwood Country Club.

This is a wonderful opportunity for you and your team; I highly recommend taking advantage of this never before offered, two-day journey filled with history, education, tours and tastings of American whiskey and Scotch whisky.

Thank you to everyone who donated wine for the IWS Wine Auction at the CMAA San Francisco Conference. Our chapter donated 28 bottles of wine aiding in the record-breaking \$90,000 that the Club Foundation received due to your generosity. I would like to encourage all of you to participate in the coming year's Wine Auction held at the World Conference in Nashville. Your donations could earn our chapter a \$2000 education grant as well as help us reach our goal of receiving the "Chapter of the Year Award" for 2019.

If you do not have wine to donate and are planning to attend the two-day workshop at Michigan State University, November 5-6 and or the GMCMA Holiday Party, November 25, 2018, please feel free to bring the wine with you or you can call me and I will pick it up at your specified location. In addition, wine may be purchased and donated in your name, please give or send Tammy Carter a check made out to GMCMA for the IWS auction and we will take it from there.

Thank you all for your participation and generous donations. If you are interested in becoming a member of the IWS, please contact me at wendygmtheoldclub@comcast.net.

MEMBERSHIP REPORT – Stan Pena/Mike Rossen, CCM, Co-Chairs

On November 1, 2017, we had 145 members. The association introduced 16 new members. Our total at the end of the year is 144 members with 8 Special members. This number also includes 13 retired and 5 honorary members.

New Members in 2017-18

January

Jared Chorney
Jody J. Clor
James Leisenring
Logan Muehlenbein
Ryan Wells

February

Paul Emling

March
Robert Easson

May
Amie Bobinac
Mark Penick

July

Anjelica
Bustamante-Dorie
Andrew Tkach

August
Timothy Ward

September

Colleen Kelley
Sally Noe
Diane VanderVeen

October
Eric Edoff

MEMBERSHIP ROSTER – OCTOBER 25, 2018

Christopher	Alexander	Saginaw CC	Randal Burgess	CCM, CCE	Retired-pp
Jeffrey D.	Anderson, CCM	con't status	Anjelica	Bustamante-Dorie	Great Oaks CC
Wendy	Anglin, CCM	The Old Club	Casey	Caid	Chikaming Country Club
Lena	Angott	Detroit Yacht Club	Dana A.	Carlson, CCM	Cascade Hills CC
John B.	Aschermann	Washtenaw Golf Club	Matthew A.	Carter, CCM	Yondotega Club
Jed	Avery	Little Harbor Club	Tammy	Carter	Managing Director
Brian F.	Bach, CCM	Edgewood CC	Jared	Chorney	Bloomfield Hills CC
Michael J.	Bageris	Plum Hollow CC	Jody J.	Clor	Lochmoor Club
Charles F.	Bartlett, CCM	Honorary	Gregory	Colombo	Pine Lake CC
Joseph F. Basso	MCM, CCE	Birmingham CC	Dale R.	Cooper	The Old Club
D. Todd	Beals, CCM	Midland CC	Scott B.	Cummings	Franklin Hills CC
Christopher	Berlin, CCM		Craig K.	Cutler	CC of Detroit
Amie M	Bobinac	Meadowbrook CC	John W.	DeHart, Jr.	Honorary-pp
Richard Bruner	CCM, CCE	Retired-pp	Ashley	Dewling	Oakland University
Chad	Bryson	Country Club of Detroit	James R.	Dewling, CCM	Retired-Assoc

Melissa	DiBenedetto	Midland CC	Michelle	Horton	Crystal Downs CC
Joanne A.	Dinser	Lakelands G & CC	Jennifer E.	Howton	Detroit Golf Club
David	Dunn	Sandusky Yacht Club	Derek E.	Jacques, CCM	Detroit Golf Club
Robert	Easson	Oakland Hills CC	Charles	Johnson, CCM	Detroit Athletic Club
Eric	Edoff	Orchard Lake CC	Eric W.	Johnson	Canada Creek Ranch
Paul	Emling	Arcadia Bluffs GC	Justin J.	Jones, CCM	Associate-Active
J.S. "Jim"	Farhat, CCM	Retired-pp	Roy K. Kaner	CCM, CCE	Retired-Active
Nichole	Fisher	CC of Lansing	Charles	Karafa	CC of Detroit
John	Foster, CCM	Wade Hampton GC	Laurie	Kelbel	UClub Grand Rapids
Kevin A.	Frantz	Walnut Creek CC	Colleen M	Kelley	Walnut Creek CC
Laurent	Fregonara	Franklin Hills CC	Jake	Kerrigan	Barton Hills CC
Nathalie	Fregonara	Walnut Creek CC	Donna	LaLonde	Arcadia Bluffs GC
Brian B.	Funston, CCM	CC of Jackson	Carole	Lamberti	Petoskey-Bay View GC
Ezell	Gadis		Elizabeth	Latoszewski, CCM	Retired
Peter	Gaglio	Port Huron GC	Michelle	Leduc	Prestwick Village GC
Timothy J.	Gardella, CCM	Bayview Yacht Club	Nate	Lewis	Great Oaks CC
Barry Garrett	CCM, CCE	Barton Hills CC	Bruce P.	Lilley	con't status
Corey S.	Gerhart, CCM	Retired	John	Lindert	CC of Lansing
Ted Gillary	CCM, CCE	Detroit Athletic Club	Todd	Loughlin	Blythfield CC
Karen	Grannemann, CCM	UClub of MSU	Joseph D.	Marini	Red Run Golf Club
Brian	Granowicz	Bloomfield Hills CC	C. Jay	Marion	Honorary
David J.	Gray, CCM	Belvedere GC	Andy	Masten	Detroit Golf Club
Kevin M.	Green, CCM	Spring Lake CC	John D.	Matway, CCM	Grosse Pointe Club
Guy J.	Guarino, CCM	Travis Pointe CC	Henry	McCurry	Bloomfield Open Hunt
Joseph E.	Gunter	Retired	Wendy S.	McDaniel	Crystal Downs CC
Jarvis	Hales, Jr.		Gerald E.	Miller, CCM	Honorary
Thomas J.	Hansen, CCM	Honorary	Wade H.	Miller, CCM	Onwentsia Club

Linden F	Mills, CCM	Retired	Kurtis Pitcher	CCM, CCE	CC of Fairfax
Michael Mooney	CCM, CCE	Naples Yacht Club-pp	Jackie	Polly	Forest Lake CC
Logan	Muehlenbein	Detroit Yacht Club	Bradley	Ramirez	
Kathleen Muneio	CCM, CCE	Bay Harbor YC	Steve	Rebhan	Battle Creek CC
Scott	Ninemeier, CCM	Kent Country Club	Robert	Richardson	Birmingham CC
Sally	Noe	Point O' Woods G&CC	Paul B. Rizza	CCM, CCE	Retired-Active
Keith	Olander, CCM	Stone Oak CC-Ohio	Bill	Rogers	Oakland University
Patrick	Pardington, CCM	Oakland Hills CC	Brian M.	Rogers, CCM	Canada Creek Ranch
John G.	Paul, CCM	Grosse Ile G&CC	Trevor	Rose	Spring Lake CC
Ronald J.	Pearson, CCM	Retired	Michael J.	Rossen, CCM	Meadowbrook CC
Stanislaw	Pena	The Village Club	Brian	Runge	Birmingham Athletic Club
Sherri	Perez	Detroit Athletic Club	Bryan	Sandzik	CC of Detroit
Bo Picklesimer	CCM	Egypt Valley CC			

ROSTER COMMITTEE – Derek Jacques, CCM, Chair

The Roster advertising is critical to our association's financial well-being and supports much of the funding for our chapter activities. Without strong support from our vendors, each of our annual dues would be significantly higher and costs for the chapter meetings would certainly be increased. Along with our annual dues, the vendor advertising is the only other source of revenue for our association. It is imperative we continue to foster strong relationships with our vendors, encourage their support of our association and ***work with the supporting vendors as much as possible*** to continue to show there is significant value to advertising with the GMCMA.

This year, the supporting vendors generated \$41,900. This was the result of a lot of hours of hard work calling, meeting with and emailing many vendors by our Roster committee members. Printing and postage of our roster related materials incurred an expense of \$4,300. In all there were 47 vendor advertisements, of which 3 were first-time roster advertisers. Thank you to each of the committee members: Jeff Anderson, Joe Basso, Craig Cutler, Scott Cummings, Jennifer Howton, Charles Johnson, Bruce Lilley, Bo Picklesimer and Tom Trainor. Certainly, Tammy Carter deserves a big shout out for all her outstanding organization of the roster too! Lastly, thank you to those not on this committee that contributed by providing the committee with other new possible vendors for us to contact.

In addition to utilizing our advertising vendor's products and services, your presence and interaction at the annual **Vendor Appreciation Cocktail Party** is important. The event is **scheduled for January 22, 2019 at the Grosse Pointe Yacht Club.**

EDUCATION COMMITTEE – John Matway, CCM, Chair

2017-18 was very busy in our quest for best education for our members. If you have any speaker ideas for would like to help out on the Education Committee, please let me know.

- **November 5-6 – Workshop at University Club of MSU** – Our CMI workshop was on day one about Food & Beverage with three presenters. Those presenters were Brian Beland, Joel Heberlein and Raji Singh. Day two had George Stavros talking about membership & communication and Dr. Carl Borchgrevink on performance evaluations/legal & labor/recruitment issues.
- **January 5-6 – Annual Bay Harbor Retreat** - Kathleen Muneio hosted The Annual Bay Harbor Retreat. We had a phenomenal turn out on Friday evening for the optional dinner along with the board of director conducting a strategic planning meeting prior to dinner. Saturday's education was Laurie Martin from Life Interrupted on Crisis Ready Leadership and the afternoon consisting of Corey Gerhart (hiring strategies) and Bo Picklesimer, CCM on Agents of Change. Dinner at the Yacht Club was fabulous as Kathleen's staff is always wowing us with new and tasty food and wine pairings.
- **February 5-6 – Cascade Hills Country Club** – Speaker Vincent Phipps spoke on conflict resolution/communication with great breakouts and very interactive discussions. We toured Founders Brewery and enjoyed a fabulous tasting and dinner there. Day two was a tour/lunch and presentation at the Gordon Food Service plant.
- **March 20 – All Staff Meeting at Meadowbrook Country Club** – Our speaker was Susie Pecuch from Designing the Customer Conversation. She spoke in the morning and afternoon sessions about whole team service and service leadership. She drew an amazing amount of experience from her development of the Disney training programs.
- **April 10 – Junior/Asst. Managers Education at Dearborn Country Club** – Michael Schafer, the Wine Counselor, gave a great presentation on how to actively participate in a wine tasting, how and what to do and look for when tasting wines.

COMMUNICATIONS & TECHNOLOGY COMMITTEE – Patrick Pardington, CCM, Chair

Back in March of 2018 the committee sent out a survey to the entire Membership. We received just over 50 responses. Overall results showed favorably that the membership is very satisfied with what the communications & technology provided, and little suggestions were given for what the membership would like to see.

The improvement ideas that were provided by the membership were:

- Social Media presence
- Education online
- Better Blog format
- An App
- The ability to sign up & pay for events online

We are undergoing a review of the current website provider. The current provider is not formatted to support these improvements. All of these items are currently under review or in process at the committee level. New improvements we've made are that the membership now has the ability to sign up for events online through weekly eblasts from the chapter managing director and we are accepting membership and event payments online. We are working on solutions to the other improvements that were suggested. If we do not change website providers, we will look to address improvements another way.

SOCIAL COMMITTEE – Jennifer Howton, Chair

November – Forest Lake Country Club hosted our Annual Chapter Holiday Party. It was a fun night filled with food, spirits and “Fowling” throwing a football at bowling pins!

On January 5th & 6th - Bay Harbor Yacht Club hosted its Annual Education and Dinner. Each year Kathleen and her staff put on a wonderful event. If you haven't been you are truly missing out on an amazing experience.

January 16th - It was exciting to see the newly renovated Pine Lake Country Club as they held the Annual Vendor Cocktail Reception, it truly was a great night of food, wine and catching up with our fellow GMCMA members

February 5th & 6th - What a privilege it was to stay in Grand Rapids at the Amway Grand Hotel. We had education at Cascade Hills Country Club a tour of the Founders Brewery, some stayed for dinner. The next morning, we toured the Gordon Food Service establishment and had lunch and education at their new headquarters. It was a wonderful 2 days packed with learning and comradery.

March 2-8th World Conference in San Francisco- Thanks so much to John Paul, CCM for planning this great social event. Great connections were made including students from the MSU Student chapter in attendance.

March 20th - Our annual “All Staff” event was held at the newly renovated Meadow Brook Country Club. Several Clubs brought their “Teams” and enjoyed great education and a tasty lunch.

Please make these dates on your Calendar! I hope to see all of you soon.

NOVEMBER 25 - CHAPTER HOLIDAY PARTY
6-9PM FOREST LAKE COUNTRY CLUB

JANUARY 4-5, 2019 - BAY HARBOR YACHT CLUB
ALAN ACHATZ (WORK VIOLENCE/ACTIVE SHOOTER/OSHA)
BRIAN KROH, CCM (CMAA UPDATES)
KEN WASCO (TOPIC TBD)

JANUARY 22 - VENDOR COCKTAIL PARTY
GROSSE POINTE YACHT CLUB, 6-8:30PM

FEBRUARY 24-28 - CMAA WORLD CONFERENCE
NASHVILLE, TN
CONFERENCE CHAPTER PARTY TBD