

ANNUAL MEETING
GREATER MICHIGAN
CHAPTER

ANNUAL REPORT
2016-2017



Detroit Athletic Club
October 17, 2017

2016-2017 Board Members

OFFICERS

President	Tom Trainor, CCM Grosse Pointe Yacht Club
Vice President	Wendy Anglin, CCM The Old Club
Secretary / Treasurer	Derek E. Jacques, CCM Detroit Golf Club

DIRECTORS

Chairman, Certification	Craig K. Cutler Country Club of Detroit
Chairman, Education	John Matway, CCM Grosse Pointe Yacht Club
Chairman, Membership	Kurtis Pitcher, CCM, CCE Traverse City Golf & Country Club
Chairman, Roster	Wendy Anglin, CCM The Old Club
Chairman, Scholarship	Scott B. Cummings Franklin Hills Country Club
Chairman, Charitable Efforts	Kerrie Barno
Past President	Bo Picklesimer, CCM Egypt Valley Country Club

PRESIDENT'S REPORT – Tom Trainor, CCM

Over these past two years, the Greater Michigan Club Managers Association Board of Directors has initiated the development of a long range strategic plan for our association. While the plan is in its beginning stages, the foundation for future development of the plan has been set.

Before beginning the actual process of developing the plan, the Board understood that we would need an experienced facilitator and professional with experience guiding the Board towards creation of the Strategic Plan. Jack Sullivan with Kopplin Kuebler & Wallace volunteered his time and experience to assist the Board in this endeavor. Jack prefaced the meeting with the following. “The purpose of a plan is not to produce a plan, but to produce results.” From this premise the process began.

Fast forward to today. While as President, I had hoped greater progress had been made towards accomplishing the task of a completed strategic plan, valuable information and greater insight was captured from the GMCMA at large through surveys and continued Board discussion. The first step in developing a strategic plan involves analysis, discussion and some measure of consensus. One of the more effective tools is to view the GMCMA through the lens of a SWOT analysis; that is Strengths – Weaknesses – Opportunities - Threats.

Through this analysis, there was further discussion and the Board forced ranked the “Core Values” of GMCMA. These are not the Board’s values, but rather those priorities as garnered through the results and comments from our association members. Those Core Values, or the principles or standards that will define the GMCMA experience include:

- Innovative
- Relevant
- Results
- Education
- Leadership
- Aggressive Hospitality
- Relationships

These are words on a page, but when attached to an actionable, living, and evolving plan can become the solid foundation upon which the future of our great association can be built and sustained into the near and distant future. Through the leadership of the incoming Board, I am confident this plan will flourish.

Thank you for your thoughtful support and I wish for the continued success of this great association.

SECRETARY / TREASURER'S REPORT

P&L Budget vs. Actual

I. Income

- Membership dues – came in at \$28,018 this year as compared to \$20,723 last year.
- Budgeted \$40,000 for the roster and came in at \$37,468
- Vendor reception was over budget by \$645

Total income of \$86,239.30 vs. last year income of \$90,925

II. Expense

- We spent Education \$16893 - under budget by \$607
- Entertainment \$500 under budget (included suite, food and beverage at conference and holiday party)
- Insurance costs - \$1300 - \$700 under budget

TOTAL EXPENSE - \$88,585

Net loss - \$2345.70 – Still waiting for some invoices to be paid

Balance Sheet

Through October 11, 2017

Total current assets at the middle of October were \$87,670+

Total accounts payable total was- \$1250

Opening balance Equity totaled 45,000k

Total liabilities and Equity - \$87,675.30

**Greater Michigan Club Managers Association
Profit & Loss**

November 1, 2016 through October 11, 2017

Nov 1, '16 - Oct 11, 17

Ordinary Income/Expense	
Income	
Golf Outings	
International Cup Event	1,800.00
International Cup Uniform	1,496.34
Total Golf Outings	3,296.34
Initiation Fees	250.00
Meetings	
All Staff	4,725.00
Roundtable CCD	560.00
Roundtable GAM	100.00
Spring Education	1,485.00
UC-MSU Workshop	2,473.00
Winter	7,926.35
Total Meetings	17,269.35
Membership Dues	28,018.85
Roster	37,468.00
Social Events	
Bowling CCD	-28.00
Total Social Events	-28.00
Vendors Reception	-35.00
Total Income	86,239.54
Expense	
Benevolent/Flowers/Gift	391.47
Contract Services	
Legal Fees	940.00
Total Contract Services	940.00
Education	
All Staff	3,615.24
Fall Retreat	522.44
Spring Education	5,766.90
UC-MSU Workshop	4,448.11
Winter	2,541.02
Total Education	16,893.71
Entertainment	
Conference	2,333.89
Holiday	3,000.00
Total Entertainment	5,333.89
Golf Outing	
International Cup	3,871.43
Total Golf Outing	3,871.43
Insurance	1,300.00
Leadership Conference	2,159.40
Meeting Costs	
All Staff	5,580.63
Asst Mngr Roundtable	660.00
Legislative Day	2,158.00
President's Ball	4,374.23
Spring Education	1,664.80
UC-MSU Workshop	4,545.67
Winter	7,636.82
Total Meeting Costs	26,620.15

Greater Michigan Club Managers Association

Profit & Loss

10/11/17

November 1, 2016 through October 11, 2017

Accrual Basis

	Nov 1, '16 - Oct 11, 17
Office Supplies	846.40
Operations	
Postage, Mailing Service	1,333.58
Printing and Copying	84.80
Telephone, Telecommunications	1,636.98
Total Operations	3,055.36
Other Types of Expenses	
Other Costs	1,140.50
Total Other Types of Expenses	1,140.50
Professional Fees	
Managing Director	15,033.37
Total Professional Fees	15,033.37
Roster Printing	3,932.96
Uncategorized Expense	605.91
Vendors Recep	6,460.69
Total Expense	88,585.24
Net Ordinary Income	-2,345.70
Net Income	<u>-2,345.70</u>

Greater Michigan Club Managers Association
Balance Sheet
As of October 11, 2017

Oct 11, 17

ASSETS	
Current Assets	
Checking/Savings	
Comerica Bank	45,544.62
Total Checking/Savings	45,544.62
Accounts Receivable	
*Accounts Receivable	42,130.68
Total Accounts Receivable	42,130.68
Total Current Assets	87,675.30
TOTAL ASSETS	<u>87,675.30</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
*Accounts Payable	-1,250.00
Total Accounts Payable	-1,250.00
Other Current Liabilities	
Award Fund	28,243.50
Total Other Current Liabilities	28,243.50
Total Current Liabilities	26,993.50
Total Liabilities	26,993.50
Equity	
Opening Balance Equity	45,000.00
Retained Earnings	18,027.50
Net Income	-2,345.70
Total Equity	60,681.80
TOTAL LIABILITIES & EQUITY	<u>87,675.30</u>

SOCIAL COMMITTEE REPORT – Jennifer Howton, Chair

- Sept 7-9th- Leadership Conference
- November 6-7 University Club
- Red Run Golf Club-A good time was had by all at the Annual Holiday Gathering at Red Run Country Club on November 27th. The food was excellent, there was a great selection of wine's to try. Thank you Derek Jacques for hosting this event in the Pub!
- Kathleen Muneio hosted The Annual Bay Harbor Yacht Club Retreat on January 6th & 7th. We had a great turn out on Friday evening at Chandler's Restaurant. On Saturday we spent a full day of education with Steven Freund, Jack Sullivan and John Paul. We were once again enjoyed an amazing dinner with perfectly paired wines by Kathleen and her exceptional Team. A big "Thank You" to Kathleen for making this a very special event every year!
- Jan 27th- Vendor Cocktail Reception – Birmingham CC
- GMCMA hosted a "Welcome Reception" at the World Conference and Business Expo in Orlando Florida, Thank you Matt and Derek for hosting this fun Social Event. It was great to see some of the Students attend this event.
- The March 21st All Staff Meeting was well attended and hosted by Craig Cutler at Country Club of Detroit Arte Nathan was on hand for Education on Service, Coaching & Professional Resources. "Thank You" Country Club of Detroit Staff for hosting making this a successful event.
- April 11th Midland Country Club
- October 1-3 Mackinaw Island

WINE SOCIETY COMMITTEE – Wendy Anglin, CCM, Chair

Thank you to everyone who donated wine for the Wine Society Wine Auction at the CMAA Orlando Conference. We shipped around 33 bottles!

I would like to encourage all of you to participate in this coming year's Wine Auction that will be held at the World Conference in San Francisco, CA. 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 2017. If you have wine to donate to the auction, please bring to the **MSU 2 Day education November 5-6, the Holiday Party on November 26th** or call me and I will come pick it up. Also, if you don't have wine to donate, you can give/send Tammy Carter a check made out to GMCMA and wine will be purchased and donated in your name to the auction.

EDUCATION COMMITTEE REPORT – John Matway, CCM, Chairman

2016-17 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 6-7 – Workshop at University Club of MSU** – Sunday’s CMI Workshop speaker, Whitney Reid – Food & Beverage – Meat for Managers. Members in attendance took a test on the material to receive 6 Workshop Credits from nationals. Day two was Dr. Vargas on Golf, Sports & Recreational, Dick Bruner on Governmental Influences and our Annual Meeting.
- **January 6-7 – 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. Saturday’s education was amazing with Steven Freund of The Landings Club and Jack Sullivan on Club Governance. Very intriguing and tons of take aways. Dinner at the Yacht Club was fabulous as Kathleen’s staff is always wowing us with new and tasty food and wine pairings.
- **February 28 – Junior/Asst. Managers Round Table at Knollwood Country Club** which consisted of discussions with questions from participants and answers by a 5 panel of expert GMs from our Chapter
- **March 21 – All Staff Meeting at Detroit Golf Club** – Our speaker was Arte Nathan, who spoke in the morning on Service and the afternoon on Coaching & Professional Resources.
- **April 11 – Spring Education at Midland Country Club** – Speaker Sunjay Nath spoke on his 10-80-10 principle as it pertains to leadership. We also received a facility tour from Todd Beals. Wow, what a club!
- **October 1-3 – Mackinaw Island** – Wine education provided by Barbara C. Pitcher of Pairing to Perfection was very informative and gave many participants so many take-a-ways! The tour of the Grand Hotel by their historian was really neat and enjoyed by all!

MEMBERSHIP REPORT

On November 1, 2016, we had 150 members. The association introduced 20 new members. Our total at the end of the year is 146 members with 8 Special members. This number also includes 11 retired and 5 honorary members.

New Members in 2016-17

November

John “JC” Carlson
Ian Dockrill

December

Mike Bageris

January

Wendy McDaniel
Chelsea Donahue

March

Paul Spencer
Suzanna Helzer
Mariann DenBaas

April

Steve Rebhan
Trevor Rose

May

Chad Bryson
Charles Karafa

June

Daniel Turnbull
Gregory Colombo
Peter Swick

July

Hassan Yazbek

August

Nichole Fisher
John Lindert
David Dunn

September

Lindsay Omelia

MEMBERSHIP ROSTER – OCTOBER 11, 2017

Alexander	Christopher	Saginaw CC	Cooper	Dale R.	The Old Club
Anderson, CCM	Jeffrey D.	Birchwood G & CC	Cummings	Scott B.	Franklin Hills CC
Anglin, CCM	Wendy	The Old Club	Cutler	Craig K.	CC of Detroit
Angott	Lena	Detroit Yacht Club	DeHart, Jr.	John W.	<i>Honorary-pp</i>
Aschermann	John B.	Polo Fields G & CC	Delamielleure	Kayli	Pine Lake CC Oakland University G&LC
Avery	Jed	Little Harbor Club	Dewling	Ashley	
Bach, CCM	Brian F.	Edgewood CC	Dewling, CCM	James R.	<i>Retired-Assoc</i>
Bageris	Michael J.	Plum Hollow CC	Dewling	Richard	Lincoln Hills GC
Barno	Kerrie K.		DiBenedetto	Melissa	Midland CC
Bartlett, CCM	Charles F.	<i>Honorary</i>	Dinser	Joanne A.	Lakelands G & CC
Basso, MCM, CCE	Joseph F.	Birmingham CC	Dockrill	Ian	Lost Lake Woods Club
Beals, CCM	D. Todd	Midland CC	Donahue	Chelsea	Grosse Ile G&CC
Berden	Joseph	Oakhurst G & CC	Dunn	David	Sandusky Yacht Club
Berger	Steven	Polo Fields G & CC	Farhat, CCM	J.S. "Jim"	<i>Retired-pp</i>
Berlin, CCM	Christopher	Oakland Hills CC	Fisher	Nichole	Country Club of Lansing
Bichalski, CCM, CCE	Traci L.	Great Oaks CC	Foster, CCM	John	Wade Hampton GC - NC
Bruner, CCM, CCE	Richard A.	<i>Retired-pp</i>	Frantz	Kevin A.	Walnut Creek CC
Bryson	Chad	CC of Detroit	Fregonara	Laurent	Franklin Hills CC
Burgess, CCM, CCE	Randal G.	<i>Retired-pp</i>	Fregonara	Nathalie	Walnut Creek CC
Caid	Casey	Chikaming Country Club	Fryske	Michelle	Barton Hills CC
Carlson, CCM	Dana A.	Cascade Hills CC	Funston, CCM	Brian B.	CC of Jackson
Carlson	John "JC" Matthew	Warwick Hills G & CC	Gadis	Ezell	Saginaw CC
Carter, CCM	A.	Yondotega Club	Gaglio	Peter	Port Huron GC
Carter	Tammy	Managing Director Grosse Pointe Yacht Club	Gardella, CCM	Timothy J.	
Cassetta	Christopher		Gerhart, CCM Gillary, CCM, CCE	Corey S.	<i>Retired</i>
Colombo	Gregory	Pine Lake CC		J.G. "Ted"	Detroit Athletic Club

Graczyk Grannemann, CCM	Nicholas E. Karen	Bloomfield Hills CC University Club of MSU	Lindert Marini	John Joseph D.	Country Club of Lansing Meadowbrook CC
Granowicz	Brian	Bloomfield Hills CC	Marion	C. Jay	<i>Honorary</i>
Gray, CCM	David J.	Belvedere GC	Masten	Andy	Detroit Golf Club Grosse Pointe Yacht Club
Green, CCM	Kevin M.	Spring Lake CC	Matway, CCM	John D.	
Guarino, CCM	Guy J.	Travis Pointe CC	McClintock	Jamie	Hantz GC of Tecumseh
Gunter	Joseph E.	<i>Retired</i>	McCurry	Henry	Bloomfield Open Hunt
Hales, Jr.	Jarvis		McDaniel	Wendy S.	Crystal Downs CC
Haney	Alyssa	Oakhurst G & CC	Miller, CCM	Gerald E.	<i>Honorary</i>
Hansen, CCM	Thomas J.	<i>Honorary</i>	Miller, CCM	Wade H.	Onwentsia Club
Hauff	Thomas R.	Lochmoor Club	Mills, CCM Mooney, CCM, CCE	Linden F	<i>Retired</i>
Horton	Michelle	Crystal Downs CC	Muneio, CCM, CCE	Michael J. Kathleen A.	Naples Yacht Club-pp Bay Harbor YC
Howton	Jennifer E.	Barton Hills CC		Scott	Kent Country Club
Jacques, CCM	Derek E.	Detroit Golf Club	Ninemeier, CCM	Keith	Stone Oak CC-Ohio
Johnson, CCM	Charles	Detroit Athletic Club	Olander, CCM Pardington, CCM	Patrick	Oakland Hills CC
Johnson	Eric W.	Canada Creek Ranch		John G.	Grosse Ile G&CC
Jones, CCM Kaner, CCM, CCE	Justin J. Roy K.	<i>Associate-Active</i> <i>Retired-Active</i>	Paul, CCM Pearson, CCM	Ronald J.	<i>Retired</i>
Karafa	Charles	CC of Detroit	Pena Picklesimer, CCM	Stanislaw	The Village Club
Kelbel	Laurie	UClub of Grand Rapids	Pitcher, CCM, CCE	Allen "Bo"	Egypt Valley CC
Kerrigan	Jake	Barton Hills CC		Kurtis L.	Traverse City Golf & CC
LaLonde	Donna	Arcadia Bluffs GC	Polly	Jackie	Forest Lake CC
Lamberti Latoszewski, CCM	Carole Elizabeth	Petoskey-Bay View GC <i>Retired</i>	Ramirez Rebhan	Bradley Steve	Pine Lake CC Battle Creek CC
Leduc	Michelle	Prestwick Village GC	Richardson Rizza, CCM, CCE	Robert	Birmingham CC
Lewis	Nate	Great Oaks CC		Paul B.	<i>Retired-Active</i> Oakland University G&LC
Lilley	Bruce P.	Dearborn CC	Rogers	Bill	

Rogers	Brian M.	Canada Creek Ranch	Waxman, CCM	Jessica L.	Franklin Hills CC
Rose	Trevor	Spring Lake CC	Webber	Erle A.	Cherry Creek GC
Rossen, CCM	Michael J.	Gull Lake CC	Welsh	Laurel H.	Atlas Valley CC
Runge	Brian	Birmingham Athletic Club	Wetzel	Kristine	Walnut Creek CC
Sandzik	Bryan	CC of Detroit Racquet Club of Ann Arbor	Whittaker	Patrick	Birchwood G & CC
Schomaker	Brent		Williams	Steve L.	Oakhurst G & CC
Schroeder	Kevin M.	Midland CC	Wilson	Mark D.	Ferris State University
Schroeder	Shawn	Great Oaks CC	Wilson, CCM	Tracy	Knollwood CC
Seaberg	Colin G.	Barton Hills CC	Yazbek	Hassan	Detroit Athletic Club
Shriver	William	Arcadia Bluffs GC			
Simpson	David M.	Oakland Hills CC			
Spencer	Paul J.	Birmingham Athletic Club			
Stark	Lori	Depot Dining Club			
Steffke, CCM	Mark D.				
Stieve	Troy	Flint Golf Club			
Stridiron	Dimitra	Barton Hills CC			
Strychar, CCM	Taras	Forest Lake CC			
Swick	Peter	Orchard Lake CC			
TenBrink	Ryan	Orchard Lake CC			
Tobia	Bashar	Tam O'Shanter CC			
Trainor, CCM	Thomas G.	Grosse Pointe Yacht Club			
Turnbull	Daniel	Harbor Point Assoc.			
Tyrrell	Kevin	Edgewood CC			
Unverzagt, CCM	Thomas W.	<i>Retired-pp</i>			
Vallone	Daniel	Oakland Hills CC			
Wagner	Aaron	Bayview Yacht Club			
Wagner	Clay	Orchard Lake CC			