BOCA WEST
COUNTRY CLUB

MINUTES

MEETING:	Retail Committee
DATE:	February 10, 2022
MEMBERS PRESENT:	Bill Berkowitz, Chair, Frank Richard, Suzanne Wagner
MEMBERS ABSENT:	Sandy Boilen, Eileen Garchik, Jill Levine, Linda Richman, Francine Rudy
PARTICIPANTS:	Emily Gifford, Director of Retail
FOR INFORMATION:	The Board of Governors
ISSUED BY:	Bill Berkowitz
ISSUE DATE:	February 15, 2022

Being the last meeting of the current term we reviewed key measurables:

From 10/1/21 to 2/10/22 sales in the Golf Shop were up approximately $60,000. This represented a sales increase of 1,789 units. A record 498 pairs of shoes were sold during this period. Inventory stands at $135,000, significantly lower than the prior 3 years. Boutique sales are down, attributable to Covid-29 related restrictions and labor shortages. The tennis shop continues to meet the needs of both tennis members and the growing number of Pickle Ball players. Currently, the Retail complex is short three employees as hiring remains a problem.

The Committee recognized the awards the Golf Shop has won this year under the leadership of Emily and her excellent staff. Boca West can be proud of our Retail complex.