BOCA WEST
COUNTRY CLUB

MINUTES

MEETING:	Retail Committee
DATE:	April 11, 2024
MEMBERS PRESENT:	Mark Haberman, Chair; Steven Becker; Sheri Letwin; Jennifer Lustrin; Lisa Oleinick; Marc Rosenthal; Barbara Schneider; Ed Zelnick; Eric Ziskend;
MEMBERS ABSENT WITH NOTICE:	Arthur Adler, Vice Chair; Marjorie Isroff;
PARTICIPANTS:	Emily Gifford, Director of Retail
ISSUE DATE:	April 17, 2024

Meeting called to order at 1:30.

A. Eric Ziskend made a motion to approve February minutes.
    - Steven Becker seconded the motion.
    - Motion passed unanimously.

B. Chair reviewed responsibilities of the Committee (Policy) and responsibilities of staff (Operations).

C. Committee reviewed Code of Ethics and members signed.

D. Committee discussed growth of Retail and comparisons between men's and women's buying habits.
    - Retail currently has five (5) shops on campus
        a. The Golf Shoppe- Golf apparel, equipment, and accessories
        b. The Racquet Shoppe- Tennis and Pickleball apparel, accessories and gear
        c. Cabana Shop- pool and swim accessories
        d. The Boutique- gifts and luxury items
        e. Market Square- artisanal snacks, specialty food items, and logo merchandise

E. Emily Gifford, Retail Director discussed the following:
    1) New clothing lines to bring in, logos, and custom orders for members.

    2) Emily Gifford further discussed profit margins, green grass accounts, staffing, and inventory requirements.

F. Committee will work with Emily to bring the retail operation online.
    - We will explore this with Vanguard to see if feasible.

G. Meeting was adjourned at 2:45 PM.

H. Next meeting will be May 2 in the Boardroom.