BOCA WEST
COUNTRY CLUB

MINUTES

MEETING:	Retail Committee
DATE:	January 9, 2025
MEMBERS PRESENT:	Mark Haberman, Chair; Steven Becker; Marc Rosenthal; Ed Zelnick; Eric Ziskend;
MEMBERS ABSENT WITH NOTICE:	Sheri Letwin; Jennifer Lustrin; Lisa Oleinick;
MEMBERS ABSENT WITHOUT NOTICE:	Barbara Schneider;
PARTICIPANTS:	Emily Gifford, Director of Retail
ISSUE DATE:	January 28, 2025

1. Meeting was called to order at 1:30pm.
   a. Ed Zelnick made a motion to approve the November 7th Committee Minutes.
   b. Seconded by Marc Rosenthal.
   c. Motion was approved.

2. Committee Open discussion:
   a. Committee discussed The Boutique Shop.
      - The Bugatchi merchandise will be returned and will be replaced by Golf Tini Ladies Wear

   b. The Holiday Bazaar was very successful and sold over $40,000 merchandise in one day.

   c. Golf Shop is now keeping less inventory of shoes to lower inventory costs.
      - We are special ordering if the member's size is not in stock.

   d. Total golf shop sales increased to $632,000 in 2024
      - From $532,000 in 2023.

   e. Total Retail sales for Fiscal 2024 was $2.5 million.

   f. We have spoked with Cardwell about bringing in playing cards and turntables for our members.
      - We need to find vendors that will bill us instead of working off immediate payment with credit cards.

   g. Emily pointed out that we have many more men shoppers than ladies.
      - This is due to most golfers are men.

Meeting was adjourned at 2:45pm

The next Retail Committee Meeting is February 6th at 1:30 pm in the Dye Room in the Golf and Activities Center.