

**MINUTES OF THE REGULARLY SCHEDULED
BUSINESS MEETING OF THE TENNESSEE VOLUNTEER
CHAPTER OF THE CMAA
AUGUST 21, 2018**

Pursuant to notice duly given, the regular quarterly meeting of the Tennessee Volunteer Chapter of CMAA (the "Chapter") was held at Belle Meade Country Club, 815 Belle Meade Blvd, Nashville, TN. The meeting was called to order at 12:44 p.m.

The following chapter members were present, constituting a quorum: Michael Babb, Tony Barnhart, Heather Crutcher, CCM, Kris Garner, John W. Hardin, Ben Jones, CCM, Bob Kenna, Andrew Nevins, Ellen Peterson, Michael Seabrook, CCM, CCE, and Robby Watson. Dori Paschall, Chapter Managing Director, was present, and Troynell Reese, invited guest.

Kris Garner, President, acted as chairman of the meeting.

The President began the meeting by thanking Michael Seabrook and Belle Meade CC for hosting and being a great supporter of the chapter. Next, Mr. Garner asked for a motion to approve the minutes from the March 18, 2018 meeting held at Belle Meade CC. Upon duly motioned, the minutes were unanimously approved. He concluded by mentioning the flux of new and transferring members to the Chapter. We have reached 100% of our new membership goals for this year.

Vice President's Report – Ben Jones, CCM

The Vice President had no new business to report.

Treasurer's Report – Dori Paschall reported for Michael Murry

Mrs. Paschall reported that the 3rd quarter ended with just over \$40,000 in the Chapter bank account. This is down from the previous few years due to a significant drop in John Deere rewards. For the FY2017 (October 31, 2016 – October 29, 2017) the Chapter earned \$139.54 in qualifying purchases. The past few years this amount had averaged \$4,000.00.

Member dues, however, increased 400% compared to this quarter last year.

Membership Report – Dori Paschall reported for Julie Lukon

Mrs. Paschall reported that the Chapter currently has 36 professional members, 3 retired members, 2 allied members, and 2 out of state. This quarter the Chapter welcomed 3 professional members, 4 transfers, and 1 allied.

New members:

- Aaron Kaplan, Cherokee CC
- Mark Lammi, Westhaven
- Corban Mackrell, The Grove

Transferring members

- Chris Murray, from Alotian Club (Razorback, AR Chapter) to The Honors Course
- Andrew Nevins, from Mountain Brook Club (AL Chapter) to Belle Meade CC
- John Waldron, CCM, CCE, from Country Club of Mobile (AL Chapter) to Hillwood CC
- Ellen Peterson, from Carolina CC (Carolina's Chapter) to Belle Meade CC

Wes Hardin introduced Troy Reese. Troy served as an intern at the club this summer and is staying on with plans to join the chapter this October.

Allied member:

- Leslie Ellis, Kelly & Ellis Entertainment

Education Report – Wes Hardin

Mr. Hardin noted the Chapter's upcoming wine dinner and education seminar taking place at The Grove, September 16-17, 2018. This will be a different format with the dinner taking place the evening before our meetings and education. Brad Steele from the National Club Foundation will be the featured speaker, along with updates from the TN Golf Association and TN Golf Foundation.

For the annual meeting and education in November at Cherokee CC, Mitchell Stump and Robin Stowell will be the featured speakers. They are working on a co-presenter and speaker presentation that will be engaging. Education will also include a presentation from Pipeline Marketing, Inc.

Legislative & Certification Report – Heather Crutcher, CCM

Mrs. Crutcher submitted a written report with a summary of the following:

- EPA Intent to Repeal 2015 WOTUS
- DOL's Persuader Rule
- Resources important links for OSHA
- Certification events and opportunities remaining for the year.

CMAA Board Report – Michael Seabrook, CCM, CCE

Mr. Seabrook submitted a written report and noted key points below:

- Regarding the 2019 World Conference in Nashville
 - There will be no Club Foundation meeting, but instead an awards breakfast will take place.
 - 70+ education sessions are being planned with new and local presenters included.
- The FY2019 budget was approved with no dues increase.
- The Membership Committee is working to partner with college/university deans to make stronger connections with students and faculty to help in attracting students to our industry.
- A third version of the Chapter Affiliation Agreement is being reviewed. One of the bigger changes in the agreement is the chapter logo. A vote is forthcoming for each chapter to decide on the design they like.
- Submissions for the first class of the Fellows Program are very strong and will be announced in Nashville at the WC.
- Club Spa & Fitness Association will officially become a subsidiary of the CMAA on November 1, 2018.

Mr. Seabrook will be running for another Board term. Please show your support and vote.

Wine Society – Kris Garner reported for Lauren Kaiser

Mr. Garner reported that he is working with Lauren Kaiser at Cherokee CC to have a good showing at the World Conference in Nashville. The process of collecting the wines and submitting them will be much easier and it's his expectation that the Chapter can really excel this year. Mr. Seabrook

added that submissions are judged "per capita," which lends itself to giving each chapter an advantage if everyone will take part and submit.

Managing Director Report – Dori Paschall

Mrs. Paschall reported on the Southeastern Classic that took place in Atlanta, GA, July 22-24. She noted the job well done by the Georgia Chapter and Managing Director, Kiim Campuzano. Over 70 members attended the conference, 14 from the Chapter. A total of 130 attended all functions that included the conference, progressive dinner, Sweetwater Brewery Tour, and golf. There was a \$10,000 surplus from the conference. This will be transferred to the Alabama Chapter, host for 2019. The tentative dates for 2019 are July 21-23 and clubs slated to host include Mountain Brook, Country Club of Birmingham, and Shoal Creek. During the committee wrap-up call there was discussion about each chapter continuing to contribute funds each year in support of the event (the Chapter contribution is \$3,000). All agreed this should continue as it will create stability during years when attendance is lower. There will also be time and meeting space included next year for chapters to conduct quarterly business meetings.

New Business

A. 2019 World Conference – Michael Babb

Mr. Babb reported on the World Conference and Expo taking place in Nashville February 24-28, 2019. The Nashville Convention Center will host the expo and most of the education, the Omni Hotel will also host education. The Omni and J.W. Marriott will serve as the host hotels. The networking event will take place at the Ryman with the cocktail reception taking place at the Country Music Hall of Fame. CMAA has stated that the entertainment will be an up and coming country artist. Opening speaker is confirmed as Archie Manning. No club tour will take place this year. The goal this year is to make the event walkable for all activities, which lends itself well to downtown Nashville.

The CMAA staff handles most all facets of the conference. The Chapter has been charged with forming a committee of local host. Mr. Babb noted the following have agreed to serve on the committee: Michael Seabrook, Wes Hardin, Shawn Wilkes, Ben Jones, John Waldron, Heather Crutcher, Tony Barnhart, Bob Kenna, Kris Garner. All chapter members are encouraged and welcomed to be a part of this. Primary duties include greeting and host concierge at the airport, event spaces, and host hotels.

Concluding, Mr. Babb added that CMAA expects record attendance and to book hotel accommodations first thing, the blocks should open in October.

B. 2019 Wine Auction at World Conference

President Garner reported in "Wine Society"

C. 2018 Charity Classic – Kris Garner

Mr. Garner reported that the annual tournament is scheduled for November 5th at Cherokee CC and that registration will be coming available in the next few days. It was noted that registration for the annual meeting on November 4th will be coming separately.

Old Business

A. Southeastern Classic

Dori Paschall reported in "Managing Directors Report"

B. Club Manager's Association of America is now officially Club Management Association of America.

Wes Hardin added that the Chapter needs to be sure and submit for chapter awards leading up to the 2019 World Conference. Heather Crutcher noted that she has previous submissions she can provide as a guide.

The meeting adjourned at 1:35 p.m.

Respectfully submitted.
Dori W. Paschall, Chapter Managing Director

A handwritten signature in dark ink, appearing to read "Kris Garner". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Kris Garner, The Grove
President, Tennessee Volunteer Chapter,
CMAA