



**NEW JERSEY
CHAPTER**
CLUB MANAGEMENT
ASSOCIATION OF AMERICA

NJCMA EDUCATION MEETING

"FUELING THE CAPITAL ENGINE" BEST PRACTICES IN EFFECTIVE CAPITAL PLANNING WITH FINANCIAL TREND DATA IN CLUBS

CORPORATE PARTNERS

PLATINUM



GOLD

Donnelly Construction



BOLLINGER SPORTS & LEIS



Insurance | Risk Management | Consulting



SILVER



A Teatron Company



ClubProcure



Storr Tractor Company



ARCHITECTS | PLANNERS
INTERIOR DESIGNERS



BRONZE

Allied Beverage Group LLC
Aqua Fresca
Avendra Clubs
Biltmore Stylings
Clubessential
Direct Machinery
Donnelly Energy
Ecker Brothers

Jonas Club Software
MembersFirst
M & J Frank
Opici Wine Group
Pascal Coffee Roasters
Preferred Business Systems
Sea Breeze
Vias Wines



Presented by

Ken Butler, CCM
Executive Director
Club Benchmarking

Whether you are a club management professional or a member of the board or finance committee, you have probably experienced the frustration of not having enough capital to address the club's needs.

Historically, capital planning in the private club industry has been reactive rather than proactive, with outputs that are static, disconnected and ultimately ineffective. This episodic approach to capital planning has produced uneven results at clubs.

This session will focus on the industry wide problem of inadequate capital and how every club can address capital planning as the continuous, mission-critical business process that it is.

Tuesday, September 19, 2023

Beacon Hill Country Club

8 Beacon Hill Road

Atlantic Highlands, NJ 07716

(732) 291-0533

Registration: 10:00 am
Program: 10:30 am—11:30 pm
Networking and Lunch Following

1 Education Credit
\$50.00 per person

Register online at www.njcma.org

Meet Ken Butler, CCM

Partner, Club Benchmarking

Ken Butler, CCM Executive Director and CB Partner for clubs in the Mid-Atlantic Region, is an experienced private club professional and former restaurant owner. A recognized leader in the hospitality and private club industries, he is certified by the Club Management Association of America and a member of the Association's prestigious Honor Society.

He holds a Bachelor's degree in Hospitality Management from Widener University and a Master of Arts in Management and Leadership from the Walker School of Business and Technology at Webster University in St Louis, MO.





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EDUCATION MEETING

**Ken Butler, CCM
Beacon Hill Country Club**

Tuesday September 19, 2023

Registration Form

CLUB NAME _____

MEMBER NAME: _____

GUESTS FULL NAME: (Please Print)

1. _____

6. _____

2. _____

7. _____

3. _____

8. _____

4. _____

9. _____

5. _____

10. _____

Please make your check for \$50.00 per person payable to Beacon Hill Country Club and send your check and reservation to:

Alexander Mueller CCM

Beacon Hill CC

8 Beacon Hill Road

Atlantic Highlands, NJ 07716