



# STRATEGIC VISION

NATIONAL CLUB ASSOCIATION  
2023 ANNUAL REPORT

# NCA'S MISSION

## ADVOCACY. INSIGHT. GOVERNANCE.

The National Club Association (NCA) is the only organization that actively lobbies the U.S. Congress with a specific focus on the needs of the private club industry. In addition to our Government Relations Program, NCA also serves as an advocate for private clubs in the regulatory agencies, in the statehouses and in the courts.

NCA offers time critical solutions to club leaders through our Resource Center and Board Leadership Institute. Club leaders also have access to best practices through NCA's periodicals, publications and education programs focusing on industry trends, human resources, operations and governance and planning topics.

NCA's Club Members are among the most prestigious private clubs in the country. Our Corporate Partners and Associate Members represent leading industry service and product providers that help clubs maintain and elevate their operations and services. Together, we work in partnership to provide the best resources for the industry.

## MISSION

To serve and empower private clubs through advocacy, insights and governance best practices.

## National Club Association Board of Directors

### OFFICERS

#### Chair

**Malcolm MacColl**

The Windsor Club

#### Vice Chair

**Luke O'Boyle, CCM, CCE**

Chevy Chase Club

#### Secretary

**Joel A. Livingood, CCM**

Interlachen Country Club

#### Treasurer

**Michael McCarthy, ECM, CMAA**

Addison Reserve Country Club

#### Immediate Past Chair

**Nick Sidorakis, CCM**

Southern Hills Country Club

### DIRECTORS

**Michael Bruni**

Olympia Fields Country Club

**Tom Bennison**

Invited

**Matthew Cary**

National Democratic Club

**Cynthia Enanoria, CCM**

Town & Country Club

**Thomas A. Lenz, JD**

Atkinson, Andelson, Loya, Ruud & Romo

**John Magill**

National Republican Club of Capitol Hill

**Jeff McFadden, CCM, CCE, ECM**

The Union League of Philadelphia

**Tim Muessle, CCM, CCE**

The Olympic Club

**Robert Sereci, CCM, ECM**

Colleton River Club

**Michelle F. Tanzer, JD**

Nelson Mullins

**Thomas Wallace, CCM, CCE, ECM**

KOPPLIN, KUEBLER & WALLACE

**Christopher Wyles, CCM, CCE, ECM**

Bald Peak Colony Club

### PRESIDENT & CEO

**Joe Trauger**

National Club Association

# MESSAGE FROM NCA

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## *NCA's Year in Review*

As 2024 progresses, we take a moment to look back at our 2023 accomplishments that position the association to elevate the value we deliver to the private club community. Thanks to our members, Board of Directors and volunteer leaders for inspiring and contributing to NCA's success.

### **Growth:**

NCA added Club Members and Associate members to build off the record growth the past two years.

#### *New Members:*

- Added 68 new club members representing \$190,840 in annual dues.
- Added 24 new associate members representing \$36,000 in annual revenue.
- Total of 92 additional members breaks FY 2022 record of 90 new club and associate members.

### **Publications & Resources:**

In 2023, NCA's flagship publication, *Club Director*, continued to evolve and grow. NCA covered topics important to club leaders and staff (and members) and the magazine won two awards for writing. Its new, dynamic digital platform ensured easy reading for members no matter where they are. In addition to *Club Director*, NCA offered members timely and insightful content in our magazines published with partners McMahon Group (*Club Trends*), Club Benchmarking (*Club Business*), and GGA Partners (*Club Governance*).

The NCA App also continued its evolution as a resource for members by delivering access to virtually all content produced by the organization including webcasts and written content.

NCA and CMAA published the joint *Private Club Governance: A Handbook of Principles and Best Practices*, a definitive guide to effective governance in private clubs. Publication of the handbook was followed by a half-day, virtual symposium that walked through the handbook's highlights.

### **Advocacy, Government Relations & Collaboration:**

Fiscal year 2023 saw an increase in regulatory activity at the federal level, a decision on a case appealed in the state of Florida and a reorganization of how NCA executes its government relations function.

In an effort to expand the reach and depth of NCA's government relations program, the Platinum Advisors firm was brought on to assist with representation on Capitol Hill and within the agencies. Former NCA Board of Directors member Rob Smith, is a principal of the firm and has a deep understanding of the issues NCA is engaged on year after year. The firm also assigned two other lobbyists to assist NCA in the day-to-day government relations work required. This arrangement allows NCA to cover more issues and perform at a higher level. NCA is now producing background documents for club managers and board members to familiarize themselves with the issues NCA is working on that affect private clubs.

Last year, NCA filed an *amicus curiae* brief supporting an NCA-member club in the process of appealing an unfavorable decision by a lower court in Florida. The ruling would have had a significant negative impact on all clubs in the state simply because they changed their bylaws. NCA's amicus brief was a strong rebuke of the lower court ruling and reminded the court of appeals that there was established rulings in direct conflict with the lower court's ruling and the negative consequences if the decision were not overruled. The court of appeals issued a decision unanimously overturning the lower court ruling in May.

The Department of Labor issued proposed rules or notice of proposed rulemaking on several issues of interest to private clubs over the past year. Most significantly, the Wage and Hour Division issued a proposed rule increasing the minimum salary threshold employees must meet in order to be considered exempt from overtime. The proposed rule would increase the threshold from the current \$35,568 to at least \$57,000 and potentially up to \$61,000, as well as leave the 10 percent cap on bonuses and commissions that can be counted toward the threshold. NCA filed comments with the agency and raised objections to the higher threshold, citing rulings from federal courts invalidating the Obama Administration's attempt to raise the threshold to an even lower threshold.

The Occupational Safety and Health Administration (OSHA) also proposed a rule that would allow third parties to accompany OSHA inspectors on walk around inspections. NCA is concerned about this policy because it opens up the potential for individuals with no affiliation with the club or experience with club operations into the most sensitive parts of club property. OSHA is also proceeding with a heat exposure standard for both indoors and outdoors that would require certain precautions be taken once specified temperature readings or forecasts are made. NCA filed comments with the agency urging them to avoid rigid implementation of a standard and to encourage collaboration between employees and employers on best accommodating workers when temperatures are elevated.

***Presence:***

- NCA held its largest-ever National Club Conference at the Union League Club of Chicago in May
- NCA hosted its inaugural Championship Club Conference at Army Navy Country Club, Arlington, Va., in November. The event featured sessions on various aspects of hosting major tournaments and brought together presidents, board members and general managers/CEOs of clubs that have hosted these events and those that hope to in the future.
- NCA appeared at the following speaking events:
  - MGA President's Council
  - CLA President's Council, Monterey, Calif.
  - Seasonal Connect H-2B Summit, Fla.
  - City and Athletic Club Managers Conference, Detroit, Mich.
  - CLA President's Council, Atlanta, Ga.
  - CMAA Club Summit, Chevy Chase, Md.

***NCA Staff:***

- Katina Cavagnaro was promoted to vice president of sales in 2023.

Follow NCA on [LinkedIn](#) and [Twitter](#) to learn more about our initiatives to support the club community!

# FINANCIAL STATEMENT

## ASSETS

	2023	2022
<b>Current Assets</b>		
Cash	\$ 728,099	\$ 457,178
Investments	371,116	298,738
Pledges Receivable	-	37,500
Prepaid Expenses	78,387	53,218
Prepaid Taxes	7,813	7,813
<b>Total Current Assets</b>	<b>1,185,415</b>	<b>854,447</b>
<b>Property &amp; Equipment</b>		
Furniture & Equipment	52,715	52,715
Computer Equipment	6,000	6,000
Leasehold Improvements	43,290	43,290
Accumulated Depreciation	(102,005)	-
<b>Total Property &amp; Equipment</b>	<b>-</b>	<b>-</b>
<b>Other Assets</b>		
Operating Right-of-Use Asset	385,042	-
Security Deposits	6,696	6,696
Due from Affiliates	1,220	-
Total Other Assets	392,958	6,696
<b>Total Assets</b>	<b>\$ 1,578,373</b>	<b>\$ 861,143</b>

## LIABILITIES AND NET ASSETS

<b>Current Liabilities</b>	\$ 2 0,108	\$ -
Accounts Payable	73,722	66,662
Accrued Expenses	-	5,310
Accrued Rent Payable, Current Portion	74,566	-
Operating Lease Liability	978,495	832,682
Deferred Revenues	-	500
Due to Affiliates	-	1,570
Subtenant Security Deposit	-	-
<b>Total Current Liabilities</b>	<b>1,146,891</b>	<b>906,724</b>
<b>Long-Term Liabilities</b>		
Accrued Rent Payable, Net of Current Portion	-	15,423
Operating Lease Liability, Net of Current Portion	332,268	-
<b>Total Long-Term Liabilities</b>	<b>332,268</b>	<b>15,423</b>
<b>Total Liabilities</b>	<b>1,479,159</b>	<b>922,147</b>
<b>Net Assets</b>		
Without Donor Restrictions	(173,490)	(233,279)
Without Donor Restrictions – Board Designated	74,996	24,996
With Donor Restrictions	37,500	37,500
Change in Net Assets	160,208	109,779
<b>Total Net Assets</b>	<b>99,214</b>	<b>(61,004)</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 1,578,373</b>	<b>\$ 861,143</b>