

**MORALE, WELFARE AND RECREATION
NAVAL SUPPORT DETACHMENT MONTEREY
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www.mwr.nps.navy.mil**

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From: Quality of Life Director
To: Distribution

Subj: MINUTES OF THE MORALE, WELFARE AND RECREATION (MWR)
ADVISORY BOARD MEETING OF 8 NOVEMBER 2006

Encl: (1) MWR Activity Updates

Ref: (a) NAVPGSCOLINST 1700.2B

1. In accordance with reference (a), the MWR Advisory Board Meeting commenced at 12:03 p.m. on Wednesday, 8 November 2006, in the La Novia Room, Herrmann Hall, Naval Postgraduate School (NPS). Ms. Ryan asked everyone to briefly introduce themselves and the organizations they represent.

2. Members and Guests Present.

Name	Title/Organization	Email
Megan Ryan	Quality of Life Director/ MWR	mdryan@nps.edu
Loy Vincent	Fitness Center Manager/ MWR	lvincent@nps.edu
MAJ Matt Benivegna	Representative/Presi- dent's Student Council (PSC)/ NPS	mpbenive@nps.edu
Mary Jo McDonough	Defense Resource Manage- ment Institute (DRMI)	mjmcdono@nps.edu
LCDR Tom Rowley, USN (Ret)	Military Officers Association of America (MOAA)	Tr2004@webtv.net
Cecilia Legario	Marketing Coordinator/MWR	cslegari@nps.edu
Sam Jepsen	Golf Course/RV Park Manager/MWR	sbjepsen@nps.edu
Regina Reiche	Community Activity Manager/MWR	rlreiche@nps.edu
Brandi Laramie	Information, Tickets and Tours (ITT) Manager/MWR	blarami@nps.edu
RP1 Lucy King	Chaplain's Office/NPS	llking@nps.edu
Andrea Messenger	Store Manager/Navy Exchange (NEX)	

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GSCS Sean Davidson	Senior Enlisted Advisor (SEA)/NPS	sadavids@nps.edu
Mary Lou Pilnick	Eagle's Eye Gallery	Marylou@watercolorhouseportraits.com
Oliver White	Education Services Facilitator/FFSC	owhite@nps.edu

3. Ms. Ryan asked for a motion to approve the minutes from the last meeting. Mr. Jepsen made a motion to approve the minutes as written, and Ms. Reiche seconded.

4. Old Business.

a. FNMOC Access to the NPS Intranet, Ms. Legario. The NPS ITACS provided me with instructions so that FNMOC could get access to the ITT price list on our Intranet server. After I gave Roger at FNMOC the instructions, he tried to access our price list, but was not able to get access. So we decided that I will regularly email the updated ITT price lists to him. NPS policy allows us to only post our prices to the NPS Intranet server which is accessible only to those who are NPS Intranet users.

5. MWR Activity Updates. MWR managers provided activity updates in enclosure (1).

a. Quality of Life Director, Ms. Ryan.

(1) New Fitness Center Fee Policy. As of 1 November 2006, we expanded the gym membership to DOD civilians for free. This was a new CNI policy making fitness center access free to all DOD civilians. Full-time DOD contractors working at NPS and tenant commands can use the fitness center, but they still must pay a membership fee. Since we implemented the new policy, we have seen a 20% increase in the participation level.

One thing we are monitoring closely at this time is to ensure that civilian use does not negatively impact the peak hours when our military members usually use the fitness center. If we see that it becomes a problem, such as during early morning, lunchtime and just after work, then we would have to limit those hours to active duty only.

Ms. McDonough. Are our students also included in the new policy to use the fitness center for free?

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Ms. Ryan. Yes, we apply the same policy to our international students; they are considered military or civilian equivalent while they are here.

(2) Marina Boat Rental Prices. Prices have been restructured and have increased slightly. A discounted price is still being given to all eligible patrons of MWR. The concessionaire who is running the marina is not getting the same participation levels they had originally expected; and to make the operation cost effective for them, they had to restructure their pricing. We were in agreement with the increase in pricing by the concessionaire because based on our MWR experience of having run the marina, we are aware of what it takes to keep the boats maintained, pay operating costs, etc.

(3) Thanksgiving Buffet. This year we are offering a Thanksgiving buffet on the Wednesday before Thanksgiving Day, from 4 to 8 p.m. in the ballroom. The reason for doing so was a business decision. Since Thanksgiving Day is a federal holiday, we must pay double-time for our labor to provide the buffet on that day. Last year we took a \$10K loss on the Thanksgiving Day buffet. So this year we are trying something new and having the Thanksgiving dinner the Wednesday before Thanksgiving Day.

(4) Army/Navy Football Event. This is being sponsored by the Navy Federal Credit Union as our commercial sponsor; we are very appreciative to them.

The last couple of years the athletic competitions were between NPS and DLI. Because of a lot of feedback from our military customer, this year we have switched back to the traditional Army vs. Navy, which is played between West Point and the Naval Academy. Non-Navy military members who want to participate can select to play on either the Navy or the Army team.

b. ITT, Ms. Larami. From 1 to 23 November, Knott's Berry Farm is free to active duty.

c. Community Activities, Ms. Reiche. The First Annual Freaky Family Friday was a great success. We had about 120 people.

6. FFSC, Mr. White. Please see our current schedule of classes posted in the Peacock Press.

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7. NEX, Ms. Messenger.

- a. Flyers for the 3-day Thanksgiving Day sale were provided.

8. MWR Facilities, Ms. Ryan.

- a. El Prado Dining Room Renovation. Our start date is now 2 January; expected completion is June 2007. During the renovation, we plan to relocate our breakfast and lunch dining room services to the ballroom. Dinner will continue to be served in the Trident Room.

- b. Golf Course Upgrade Renovation Project. The timeline was changed during our meeting in September with CNI, CNRSW, and the design consultants. The start date will be October 2007. The project is going to replace and expand the existing irrigation system. There will be new greens, tees and cart paths. The Seabees will be taking down the old golf course club house which is across from the current clubhouse to make more room to utilize for the golf renovation. We are hoping to extend the course to a Par 70. We are fortunate to have Mr. Jepsen, our PGA, providing us with guidance for the project.

9. New Business.

- a. LCDR Rowley, USN (Ret). I received feedback from a group wanting to hold an event here. They said that MWR's catering costs are too high compared to the competition. We need the continued support of the retirees in this area; they are the ones who lobbied to keep NPS and DLI here. Cost is always a factor. The school is losing out by not being able to have the community hold its functions at NPS because the prices are not competitive.

Ms. Ryan. I'd like to give the members some information in order to get a better understanding of the club operations:

During FY-06, the club operation lost overall a net of approximately \$90K. Additional operating expenses are continuing to be passed on to the club to operate which the club had never been required to pay in the past, such as we now pay for our own refuse, sewer, utilities, and janitorial. In the meantime, our labor and food costs continue to rise with inflation. All these costs continue to be passed on to the club operation.

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So we continue to need to update our club's pricing schedule in order to cover those costs.

This year, because we lost \$90K, we've been taking non-appropriated funds, that are generated by the sailors at Naval Station San Diego, Lemoore, China Lake, and the other installations in the Southwest Region. Those funds are being used to subsidize our food and beverage operation, which is primarily an officer population at NPS. We can't continue to do that. The options were to either break even, which we are attempting to do with this year's pricing structure, close the club or contract it out. We don't think that any contractor would want to take on this operation because of what is expected as far as the reduced pricing. We provide very responsibly priced, high quality meals in order to take care of the NPS students and staff.

We are very sensitive to our military and retiree population for official and semi-official functions booked at the Club Del Monte. We are providing special room rates for those functions, which is not what we are doing for the civilian sector. We often look at groups who want to schedule a catered event, such as the Federal Retired Reserve Officer's Association, as semi-official functions. We are going to work with these groups to keep the pricing at a reasonable cost.

Also, we conducted a random price assessment with our local competitors, such as the Hyatt, and the Double Tree. We found that though they may not charge for individual items which we do, they are incorporating that pricing in the cost of the meal. But overall we've done some comparisons and we see that we are still more affordable. If you try to compare us to the Elk's Lodge, or other similar organizations, we are not going to compete because we are not the same type of venue. We are very sensitive to the fact that the retirees are on a fixed income, but at the same time, we can't continue to subsidize the operation with funds being generated elsewhere in the region. For instance, at this time, we are not generating enough non-appropriated funds locally such as at the golf course, or the RV campground, to offset the club's expenses. If our overall MWR fund was breaking even, that would help, but it is not. I am not trying to make a profit right now, but to at least break even.

The command is very supportive and aware that the expenses being charged for the club operation continue to

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increase. The base operating support funds that the base received for PW keep being reduced. So PW is not able to pay for some of our operating expenses anymore, such as cleaning the kitchen grill hoods, and pest control.

Ms. Pilnick. Is it possible for you to market the historic features of the ballroom for events such as through commercial event planners and the Chamber of Commerce?

Ms. Ryan. In 1999, we received a Category C waiver, which allows the general public to use Club Del Monte services. We received permission from the mayor of Monterey, and the Chamber of Commerce, to open the club to the public. We're working with the NPS Marketing Director, Allen Richmond, to develop some programming ideas such as a dinner theater club, or an entertainment club. It would be a membership program providing monthly events and a yearly pass to enter the base. We're trying to find new avenues of revenue to help cover just our fixed expenses so we can try to keep better pricing for our active duty and retirees and their family members.

Mr. Rowley. It's shocking that we have to go to the other active duty bases for funds. In the last 20 years, I can recall that the golf course made money which supported all the other MWR activities. There must be some new budgeting problems that are putting the whole MWR program under stress. I think giving tours and special events when groups are in town may work to a certain extent, but not a panacea to balance the budget. Conventions are booking very late in order to get the best deals, it's very competitive with other destinations for conventions. There are a few conventions held in Monterey on a periodic basis, and certainly that would be worth pursuing to see about setting up tours, but I don't think the tours make that much money.

Ms. Ryan. Once the wings are completed, we will have about 142 new hotel rooms that will allow us to house more international students. It will also probably increase our revenue potential, because they will be utilizing the club for dinner, etc. We are also hoping to entice more conferences to NPS because we actually have a hotel to house people. So I think we will see an increase in activity.

Because NPS was on the BRAC list, we noticed a reduction in catered bookings. Catered events are one of the areas that

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generate a lot of income. We are already seeing a lot more bookings for 2007 and 2008.

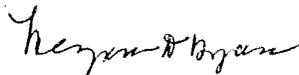
As far as the golf course, we are very fortunate now to have Mr. Jepsen, a PGA, who understands the golf business. Since he has been here, we have seen an increase in our tournaments, which is one of the ways to generate money. He has also restarted the golf lesson program and is increasing the interest in golf. But the overall trend in the golf industry in the state of California this year was down about 15%. We also saw this trend in all our military golf courses within the Navy Region Southwest.

Ms. McDonough. We hope to work with you to work out some better pricing for our functions.

Ms. Ryan. We can schedule a meeting to discuss how we can work with you so that we can support your events.

Mr. Rowley. You might benefit by getting some expertise advice within the community to help find areas where improvements can be made.

10. With no other items from the members, Ms. Ryan thanked everyone for attending and providing their feedback. Meeting adjourned at 1:00 p.m. The next meeting is scheduled on **Wednesday, 10 January 2007, at 12:00 noon in the La Novia Room, Herrmann Hall, NPS.** NPS and tenant commands are invited to send a representative.


MEGAN D. RYAN

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Military Officers Association of America (MOAA)

President's Student Council (PSC)

Monterey Pines Golf Association

Navy Monterey Golf Association

Naval Postgraduate School Sailing Association (NPSSA)

Fleet Reserve Association (FRA)

MWR ACTIVITY UPDATES

MWR ADVISORY BOARD MEETING OF 8 NOVEMBER 2006

1. Leisure Services Division, Mr. Loy Vincent, Fitness Center Manager

a. Marina Boat Rental Price Increase. The following new prices are effective 1 November 2006:

Boat Size	Retail Price		MWR Discounted Price	
	Full Day	Half Day	Full Day	Half Day
14' or less, Dinghy	\$100	\$70	\$50	\$35
15-19' Sloop	\$175	\$120	\$80	\$60
21-23' Sloop	\$225	\$150	\$110	\$75
24-26' Sloop	\$250	\$175	\$125	\$85
27-30' Sloop	\$300	\$210	\$150	\$105
31-35' Sloop	\$425	\$300	\$210	\$150

Half-Day Rates: 9 a.m.-1 p.m.; 1-5 p.m. Monday through Friday except on holidays.

Special Mid-Week Rates: Monday-Thursday 25% discount off charter rate for full or half day, excluding holidays.

b. Monterey Bay Athletic Center (MBAC).

(1) Fitness Center Expands Membership Benefits. The following Consolidated Bulk Email was sent out to all NPS staff, faculty and students on 6 November 2006:

Subject: FITNESS CENTER EXPANDS MEMBERSHIP BENEFITS

Effective 1 November 2006, DOD civilians, retired DOD civilians, NAF, and NEX employees will have free access to Monterey Bay Athletic Club at NPS. Eligible full time DOD contractors with CAC cards can join the fitness center for a daily fee of \$3 per day, \$25 per month, or \$250 per year. DoD family members will pay the same rate as contractors and must be signed up by their sponsors. Active duty, reservists, retirees and their family members already enjoy free membership.

Free admission to group exercise classes is now available to retirees and family members. DoD civilians, retired DoD civilians, NAF and NEX employees can buy a daily pass for \$2, monthly pass for \$15, or an annual pass for \$150. Contractors

Enclosure (1)

have access to group exercise classes by showing their membership card. There will still be a fee for specialty exercise classes and programs.

If anyone has paid in advance for memberships and classes for which he/she is entitled a refund, contact the fitness center staff to determine the amount due. Credit can be applied to locker fees or other charges. Refunds will be issued if needed. Please have receipts, punch cards or membership cards available at time of refund request to expedite paperwork requirements. All refund requests should be received by 30 November 2006.

To ensure eligibility of all patrons utilizing the Fitness Center, MWR will periodically conduct Military/DOD identification card checks.

As always, active duty and reservists will have priority use of the fitness center. Physical readiness is mandatory for them and must be taken into consideration when limited equipment is available.

For more information please call the MBAC at 831-656-3118.

c. Special Fitness Training (lecture only). The following special Fitness Training classes are free to members or with a daily fee. Class times are 11-12 p.m. on Thursdays:

Cardiovascular Training Techniques 18 January 2007

Nutrition Education 25 January 2007

d. Correction to the MBAC Holiday Hours Listed on Page 7 of the November/December Issue of the Peacock Press. The MBAC will be closed on November 10, 2006 (Holiday).