


JOHN SMITH



PROFESSIONAL PORTFOLIO

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 john-smith

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PERSONAL PROFILE

John is a passionate leader whose sole objective is to maximize the Member and Guest experience through development, encouragement, and liberation of those on his team. Though his skillset is in multi-unit operations management, his passion is in developing and building teams and growing individuals to excel both personally, and professionally by utilizing their specific personality traits and talents. His sole focus in developing high performing teams is centered around creating a culture where each team member is truly “for” the success of each other and consistently fighting for the good of those around them.

John started his hospitality career in 2009 by working for Plaza Hotel in Romania. In 2013, John decided to take on new challenges and move to the United States, where he joined the country club industry working for prestigious clubs like The Everglades Club, Mar-a-Lago Club, in Palm Beach, Florida; Trump National Bedminster, in Bedminster New Jersey, Grandfather Golf and Country Club in Linville, North Carolina and Old Oaks Country Club in Purchase, New York.

In 2014, after obtaining Level 1 Sommelier John was promoted to the Sommelier/Assistant Manager at Mar-a-Lago Club due to his hard work, demeanor and his love for wine. From there, he was offered the Director of Dining Services position at Old Oaks Country Club where his love for wine shined again when he revamped the Club’s wine cellar, applying for “Best Wine Cellar in a Private Club” with CMAA’s Wine Society.

Taking on a new challenge John accepted the General Manager role, opening a new “farm to table” restaurant and wine bar in Abacoa, Florida where he was in charge of daily operation, offering the same level of service and experience he learned in the country clubs, maintaining a 4.7* rating.

Deciding to move to New York, his application for F&B Manager was accepted by Orienta Beach Club, in Mamaroneck New York, where once again his expertise brought to the Club an increase in members satisfaction.

Remus’s dedication, hard work, and successful changes was once again noted by the General Manager and Board of Governors, being promoted to Clubhouse Manager. One of Remus’s great accomplishments is the recruitment and training of the best intern staff program that Orienta Beach Club has ever seen. He took the time, energy, and enthusiasm to devote many hours to mentor the young staff in a professional and friendly manner. The Club budget was met at all levels, the beverage cost



PERSONAL PROFILE

was dramatically brought down, and member satisfaction increased to the highest level. John also contributed to the management team, instituting pre-service meetings and various wine training seminars for the staff.

Besides his love for hospitality, John loves the water in the summer and it's trying to get out on his sailboat or scuba diving in various areas every time he has the chance. He also enjoys participating in charity golf events, helping others give him a great pleasure. In the winter season John avail himself of skiing with every opportunity.

Professional Skill Set

- Overall club and community operations management
- Multi-unit management
- Experienced in bundled and elective membership financial structures
- P&L management, planning and forecasting
- Strategic planning
- Experienced in new project development and amenity and
- Marketing and communications
- Committee development and leadership
- Culture driver
- Teambuilding
- Mentorship and individual development
- Public speaking and large group presentations
- Surveying and capturing meaningful feedback
- Experienced in development and delivery of various leadership and service training programs

Education and Accolades

- "Dimitrie Cantemir" University, Management in Tourism, 2012.
- Participant in RCS Consulting Food and Beverage Boot Camp.
- Level 1 Sommelier, Court of Masters Sommelier.
- BMI Leadership Principles, CMAA, Cal-Poly, Pomona, California.
- BMI Club Management, CMAA, Georgia State University, Georgia.
- Accounting and Financial Management Program, CMAA
- Certified Scuba Diver.
- Boating Safety Certificate, New York State
- Palm Beacher and Jupiter Magazine write-up

Personal interests

- Ski
- Golf
- Scuba Diving
- Travel

PERSONAL PROFILE

About Me

I have been privileged to experience a very progressive career in hospitality and management within a companies that value employee growth, culture, high engagement and entrepreneurial vision. I believe it is rare that these company qualities coexist within a public corporation and I consider myself fortunate to have worked an extensive period for such organizations. I am a true product of executive mentorship, leading by example and servant leadership. I was identified early in my career as a student of life and one who was not afraid to learn on the go, often educating myself in my free time through various books, leadership concepts, courses and spending time with a number of executives I had worked under. Places like The Everglades Club, Mar-a-Lago and Old Oaks Country Club fostered this culture and because of it, I was able to grow and develop over the years.

During my time with Orienta Beach Club, I developed my true passion for leadership and the belief that Employees and Members deserve the highest level of leadership possible. The type of leadership that is genuinely interested in them as people, leadership that focuses on creating high engagement, leadership that is focused on mentorship and growth, and most importantly leadership that realizes that without the Employees and Members, there is no purpose. The further I progressed through my career, the more apparent it became that as a leader I do not serve the Members. My focus was, is and always will be to serve those who serve the Members. Happy Staff, Happy Members!

Focus on Culture and Member Experience

My belief is that culture drives the experience. Providing a great experience begins with the understanding that the club environment is created through a partnership between the Members and the Employees. As a leader, my first and foremost goal is to ensure we always foster an environment that allows our Members and Employees to feel passionate and purposeful in their daily interactions within the organization. To me, the word experience is twofold, as we must always be focused on creating an experience not only for our Membership, but also for our Employees as they provide the lifestyle throughout their day. The two most important ingredients in a successful club are Members and Employees. One cannot exist without the other and the most beautiful amenities you can imagine are no more than “sticks and bricks” without Members and Employees. This is where my focus of “serving those who serve our Members” is important. My belief is that I am resource to our department managers and frontline service personnel; and my expectation is that all department managers will conduct themselves in the same. This type of approach quickly fosters a culture of trust, high energy and visibility.

PERSONAL PROFILE

Lumina Spark Portrait Personality Assessment Information

You are a very competitive character with a burning desire to win. Being seen to be successful is important to you and you are willing to do what it takes to maintain that self-image. You readily accept that for there to be a winner there has to be losers. This can lead to some friction with others, although it is precisely this friction you enjoy!

You are focused on your own needs and believe "it's a tough world out there". After all, if you do not look after number one, who will? You tend not to be naturally trusting of other people, and generally you find yourself suspicious of others' intentions. The last thing you would want to be seen as is a pushover.



Communication

You convey a lot of your meaning when communicating through your body language and gestures.

You like to focus conversation on the project at hand, but allow for tangential discussions to take place and are able to direct them towards the end goal.

You enjoy taking the initiative in conversations. You relish every opportunity to talk.

Leadership & Working With Others

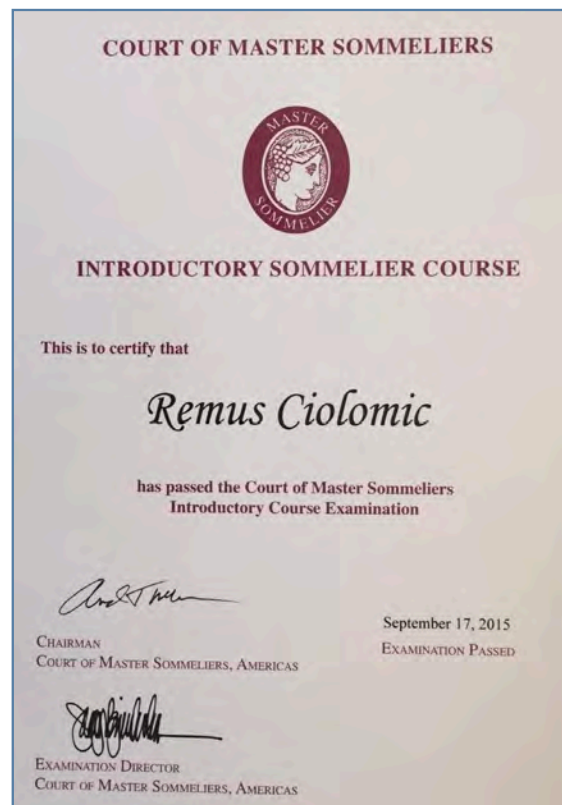
Remus, your leadership style is quite direct. While some may view you as confrontational others acknowledge that your direct style allows you to get to the heart of issues which would otherwise plague the group. You encourage an upfront and honest environment and you welcome it when others speak to you openly. You will stand by your views and you respect it when others are willing to back up their own perspectives in a similar fashion.

WINE

Remus's passion for wine started when he was a young kid helping his grandparents harvest the grapes and process them, learning at a very young age about fermentation and how to stop it, barrel aging and everything in between.

Arriving in the US and being exposed to the New World Wines his passion only grew bigger and in September of 2015 after two years in the States he got his Level 1 Sommelier Diploma.

Being promoted to positions of higher scope he carried over his love for wine starting at Orienta Beach Club a series of educational wine videos for membership and staff alike. He has increased through this the wine sales while using this videos as training material for the interns and for seasonal staff.





Introduction to Wine with Remus!

Saturday, April 21
6:30pm - 7:00pm

Complimentary Wine Tasting & Education

Stay for dinner afterwards!
We'll be pairing the wines with our
delicious dinner specials!



Tour Of Italy

Australian Wine Dinner

Kilmoreton, Riesling, Kilmoreton Run 1, 2019 100%
Kilmoreton Estate, Kilmoreton, Victoria, Australia
Alcohol 12% | Special Price Tasting 3 bottles quantity (cases)
Bottle: 1

Leeuwin Estate, Chardonnay, Prelude, 2019 100%
Leeuwin Estate, Margaret River, Western Australia
Alcohol 13% | Special Price Tasting 3 bottles quantity (cases)
Bottle: 1

Devia Corner, Pinot Noir, 2019 100%
Devia Corner, Margaret River, Western Australia
Alcohol 13% | Special Price Tasting 3 bottles quantity (cases)
Bottle: 1

8 Aramborg Laughing Magpie, Shiraz, 2018/2019
8 Aramborg, McLaren Vale, South Australia
Alcohol 13% | Special Price Tasting 3 bottles quantity (cases)
Bottle: 1

Penney Torner, Cabernet Sauvignon, 2019 100%
Penney Torner, McLaren Vale, South Australia
Alcohol 13% | Special Price Tasting 3 bottles quantity (cases)
Bottle: 1

AUSSIE BEACH BLOOM COCKTAIL

FOOD & BEVERAGE

Remus's love for food came at home learning from his mom who was an Executive Chef. John grew up in the kitchen learning early on, how to cook, helping out his mom with various events.

Starting to work for Plaza Hotel everything he learned at home came in handy and helped him quickly get promoted.

Moving to the States Remus's passion followed him overseas and always pushed him to work harder and harder, always reaching new heights.

Bourbon Making at OBC



Bourbon Tasting



Charity Event



Staff Pre-Meal Tasting & Training



FOOD & BEVERAGE

Craft Cocktails Program



Craft Cocktails Program



Members Cocktail Demo



Tableside Fine Dining







ORIENTA BEACH CLUB

Standard Operating Procedure

Food and Beverage

Summer of 2020

MANDATORY PART OF THE UNIFORM

- Face mask-covering nose and mouth
- Protective gloves (all staff must be trained in properly changing gloves)
- Temperature will be taken upon your arrival at OBC before you can start working

TABLE SET-UP

- All tables will be set maintaining 6 feet apart
- Table set-up will be essentials only (silverware)
- No salt and pepper shakers, by request only, individually wrapped packets
- No sugar caddie, by request only with the coffee service
- Rolled silverware in a paper napkin and tied with a sticker
- Maximum 4 ppl at each table-set some tables for up to 6 if everyone lives in the same household
- Disposable menus
- Pavilion and tent will be all disposable product
- Terrace will use china and silverware

COVID RESPONSE

Reinvented events during Covid:

https://www.youtube.com/watch?v=X7rT_0UleRw

<https://www.youtube.com/watch?v=AiTYp4F23vE>

<https://www.youtube.com/watch?v=WOcWxDUJlro>



CONSTRUCTION PROJECTS & OPENINGS

John's first major opening was Plaza Hotel in Transylvania, Romania, the first five star fine dining hotel with and international wine list and partnered with Hilton and Marriott Groups.

His second opening was Aaron's Table and Wine Bar, a farm to table restaurant in Downtown Abacoa. Focusing on sourcing local produce and dairy from local farmers and coffee from local roasters all paired with an amazing wine list.

In his current role John is currently undergoing a close to \$2M Terrace renovation that includes New Outdoor Bar, New Server Station, New Terrace Furniture, New Sound System.

Prior to this he has opened every summer season a Tiki Bar and a Dolphin Bar (21 and over) and last summer he opened a new outlet called The Beach House-a clam shack like restaurant to help diverge pressure from the other outlets already existent.

He also coordinate the renovation of the restaurant and ballroom, as well as the staff dorms to facilitate an intern program as big as 30 people.

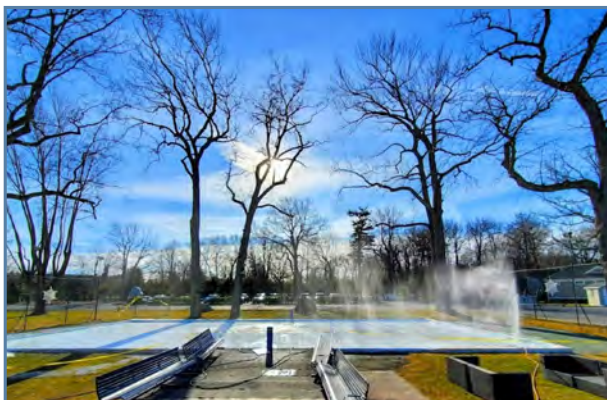
Ice Rink



Ice Rink



Ice Making

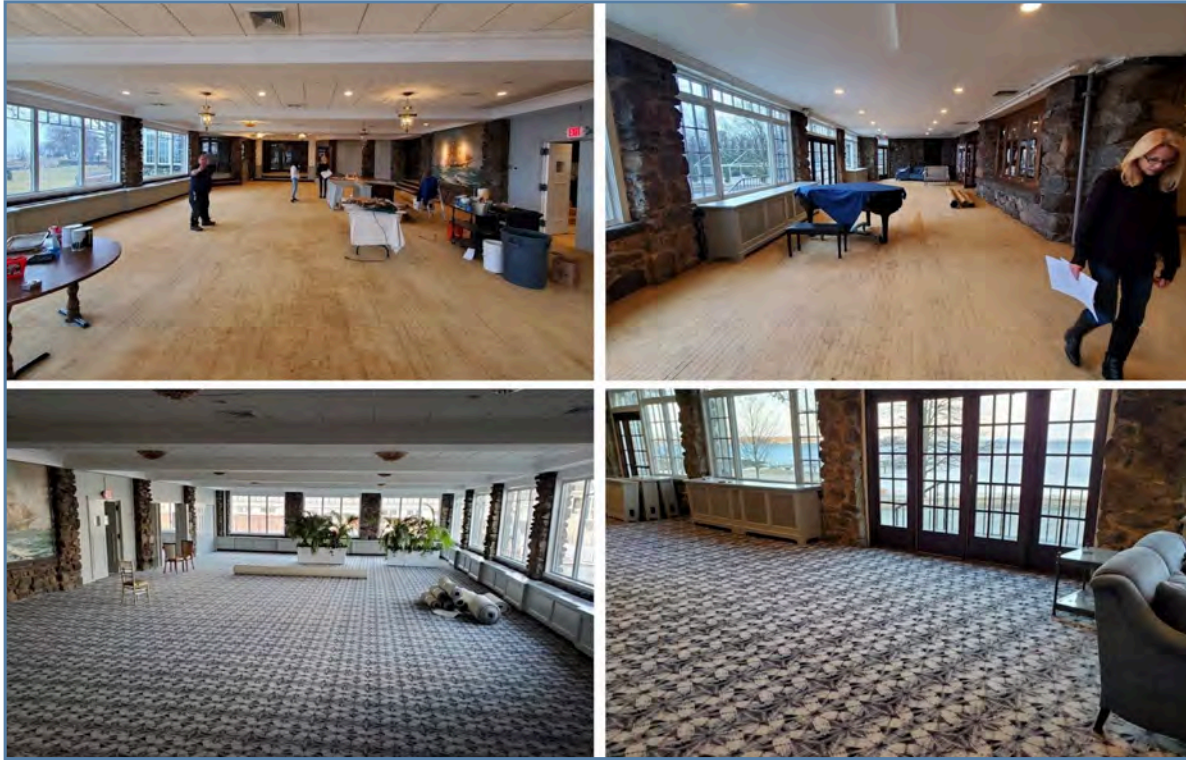


Tiki Bar

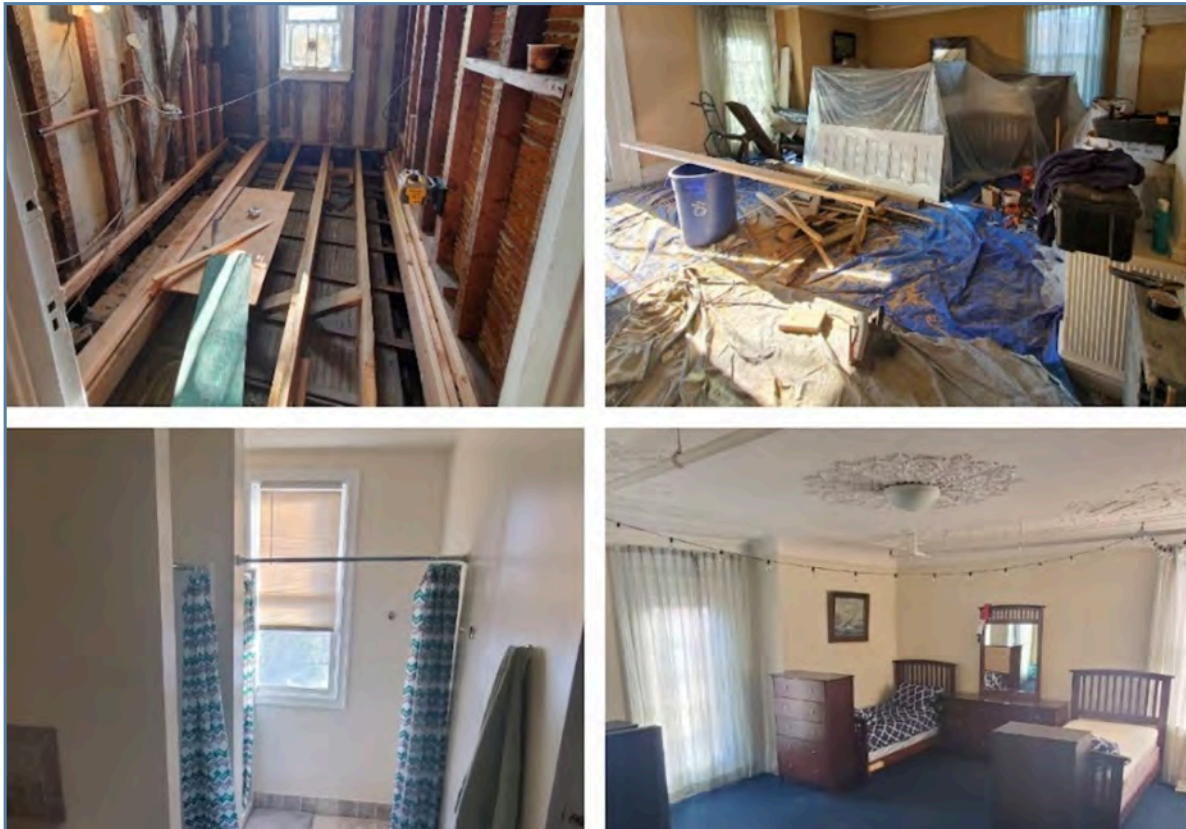


CONSTRUCTION PROJECTS & OPENINGS

Ballroom Renovation

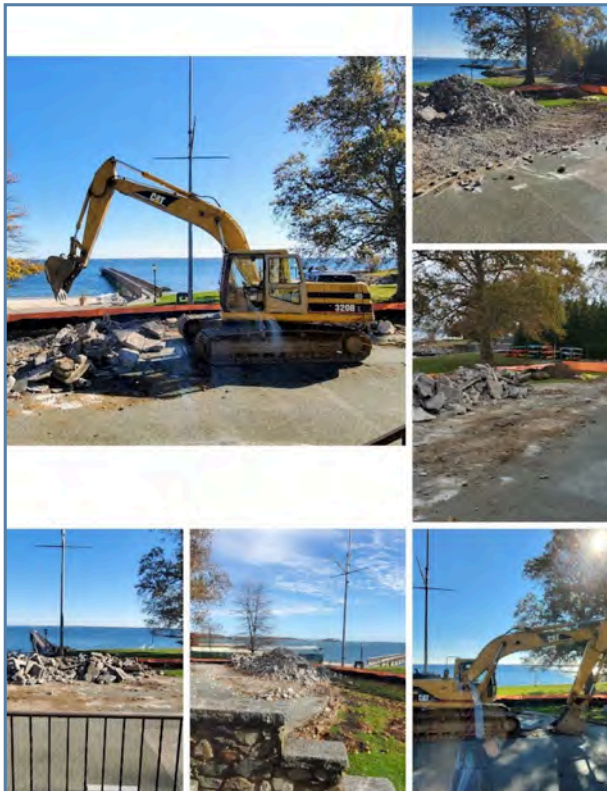


Staff Dorm Renovation



CONSTRUCTION PROJECTS & OPENINGS

Terrace Renovation



Terrace Renovation



Restaurant Renovation



Private Dining Renovation



CONSTRUCTION PROJECTS & OPENINGS

New Outlet Opening



INTERN PROGRAM

A great strategic planner, John was able to start a very successful Intern Program. After renovating the staff dorm the program got bigger and bigger getting up to 30 interns in season. Every year he is running interviews to bring people from overseas on J1 Work and Travel Program through companies like Interexchange or American Hospitality Academy as well as local hospitality students from Fairleigh Dickinson University and Culinary staff from CIA and ICE.



INTERN PROGRAM



INTERN PROGRAM

**ORIENTA BEACH CLUB
1054 WALTON AVENUE
MAMARONECK, NY 10543
914-698-1900
www.orientabeachclub.com**



Yearly Open Positions:

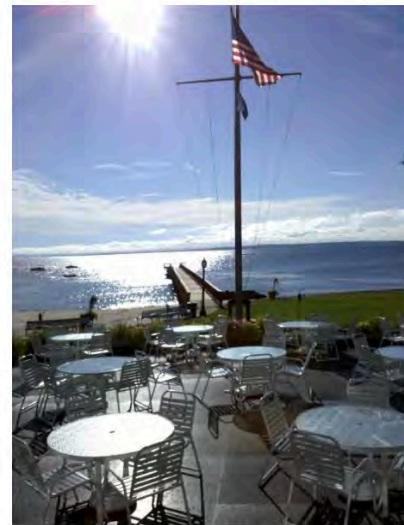
**Wait Staff, Servers, Bussers &
Runners
On-Call Banquet Servers & Bussers**

Restaurants:

**Clubhouse Dining-Year-Round Dining
Pavilion Dining- (seasonal) May-September
Dolphin Lounge (seasonal) May-September
Banquets/Parties**

2018 Summer Seasonal Staff:

**Snack Bar Attendants
Wait Staff: Servers, Runners & Bussers**



To Apply:

**Our application is on our website at
www.orientabeachclub.com**

Or

Email us at Careers@orientabeachclub.com

FINANCIAL ACUMEN

John maintains and applies a broad understanding of financial management principles to ensure decisions are fiscally sound and responsible. Identifies cost effective approaches. Demonstrates broad understanding of financial management principles to direct organizational actions. He is able to see the impact a decision will have on the financial health of a team, department, or organization.



Item	Options	Beach Point	Woodway CT	Fairview CT	Danvers CT	Larchmont Shore	Larchmont Yacht	American Yacht	Bonnie Brar	Hempshire CC	Shenrock
Salmon	\$28	\$29	\$28	\$30	\$35	\$29	\$28	\$28	\$29	\$32	\$28
Chicken	\$25	\$25	\$25	\$25	\$21	\$23-\$29	\$24	\$19	\$24	\$24	\$18
Beef Filet	\$36	n/a	\$42	n/a	\$36	\$38	n/a	\$38	\$38	\$38	\$40
14oz Steak	\$36	\$39	\$39	n/a	dry aged \$50	n/a	n/a	dry aged \$43	\$43	12oz...\$39	\$40
Burger	\$16	\$20	\$18	\$20	\$15	\$18	n/a	\$15	\$15	n/a	\$16
Lamb	\$38	\$35	n/a	n/a	\$38	\$36	n/a	n/a	\$35	\$39	\$42
Scallops	\$32	\$32	n/a	n/a	\$33	n/a	n/a	n/a	n/a	n/a	n/a
Pasta	\$29	\$23	\$22	n/a	\$27	n/a	\$28	n/a	\$21	n/a	n/a

FINANCIAL ACUMEN

Club

White by the Glass 6oz. Pour	Lowest \$	Highest \$
BBCC	\$ 7.00	\$ 10.00
Wykagyl	\$ 10.00	\$ 15.00
Shenorock	\$ 8.00	\$ 18.00
Oriente	\$ 12.00	\$ 15.00
Yacht Club	\$ 9.00	\$ 14.00
LSC	\$ 7.00	\$ 12.00

Red by the Glass 6oz. Pour	Lowest \$	Highest \$
BBCC	\$ 7.00	\$ 10.00
Wykagyl	\$ 10.00	\$ 16.00
Shenorock	\$ 9.00	\$ 20.00
Oriente	\$ 12.00	\$ 15.00
Yacht Club	\$ 9.00	\$ 15.00
LSC	\$ 8.00	\$ 12.00

Beer 12oz.	Draft	Domestic	Import
BBCC	\$ 8.00	\$ 6.00	\$ 7.00
Wykagyl	N/A	\$ 6.00	\$ 7.25
Shenorock	\$ 7.00	\$ 6.00	\$ 7.00
Oriente	\$ 8.00	\$ 5.00	\$ 6.50
Yacht Club	\$ 6.50	\$ 6.50	\$ 8.00
LSC	\$ 7.00	\$ 5.00	\$ 6.00

Soda 16oz.	Can	Gun
BBCC	\$ 2.50	\$ 1.50
Wykagyl	\$ 3.00	N/A
Shenorock	N/A	\$ 2.50
Oriente	\$ 3.50	\$ 3.25
Yacht Club	\$ 2.50	\$ 2.50
LSC	\$ 2.75	\$ 2.50

Vodka 2.5oz.	Titos	Ketel One	Grey Goose	Martini
BBCC	\$ 11.50	\$ 11.50	\$ 13.00	\$1 Up Charge
Wykagyl	\$ 11.00	\$ 12.00	\$ 12.00	\$12.00 - \$14.00
Shenorock	\$ 11.00	\$ 11.00	\$ 13.00	\$11.00 - \$13.00
Oriente	\$ 11.50	\$ 11.50	\$ 11.50	\$3 Up Charge
Yacht Club	\$ 10.00	\$ 10.50	\$ 11.25	\$11 Well
LSC	\$ 9.00	\$ 10.00	\$ 12.00	N/A

Gin 2.5oz	Beefeater	Bombay	Hendricks	Martini
BBCC	\$ 11.00	\$ 11.00	\$ 12.00	\$1 Up Charge
Wykagyl	\$ 12.00	\$ 13.00	\$ 13.00	\$12.00 - \$14.00
Shenorock	\$ 11.00	\$ 12.00	\$ 14.00	\$11.00 - \$14.00
Oriente	\$ 11.50	\$ 11.50	\$ 11.50	\$3 Up Charge
Yacht Club	\$ 12.00	\$ 11.50	\$ 13.00	\$11 Well
LSC	\$ 9.00	\$ 11.00	\$ 12.00	N/A

Tequila 2.5oz	Blanco/Gold	Reposado	Anejo
BBCC	\$ 14.00	\$ 14.00	\$ 14.00
Wykagyl	\$ 12.00	\$ 14.00	\$ 16.00
Shenorock	\$ 10.00	\$ 14.00	\$ 16.00
Oriente	\$ 11.50	\$ 13.00	\$ 15.00
Yacht Club	\$ 11.50	N/A	N/A
LSC	\$ 10.00	\$ 12.00	\$ 14.00

Whiskey 2.5oz	Irish	Blended Scotch	10 Year Single Malt	12 Year SM	14 Year SM
BBCC	\$ 12.00	N/A	N/A	\$ 15.00	N/A
Wykagyl	\$ 12.00	\$ 12.00	\$ 13.00	\$ 16.00	N/A
Shenorock	\$ 10.00	\$ 12.00	\$ 14.00	\$ 16.00	\$ 25.00
Oriente	\$ 10.00	\$ 10.00	N/A	\$ 12.00	\$ 18.00
Yacht Club	\$ 11.00	\$ 11.00	\$ 11.00	\$ 11.50	\$ 12.50
LSC	\$ 10.00	\$ 10.00	\$ 12.00	\$ 14.00	\$ 15.00

Bottle Wine 26oz.	Average White	Average Red	Markup under \$25	Markup Over \$25
BBCC	\$ 36.00	\$ 50.00	Multiply 2.5	Add \$25.00
Wykagyl	\$ 55.00	\$ 75.00	Multiply 3	Multiply 2.5
Shenorock	\$ 40.00	\$ 40.00	Add \$30.00	Add \$25.00 - \$30.00
Oriente	\$ 40.00	\$ 55.00	Multiply 3	Multiply 1.5 - 2.5
Yacht Club	\$ 42.00	\$ 45.00	Multiply 3	

FINANCIAL ACUMEN

	Year Ended December 31					
	2020			2019		
	Operating Fund	Reserve for Capital Improvements	Total	Operating Fund	Reserve for Capital Improvements	Total
Revenue						
Membership dues	\$ 2,863,700	\$ -	\$ 2,863,700	\$ 2,683,012	\$ -	\$ 2,683,012
Capital assessment	-	689,826	689,826	-	654,680	654,680
Initiation fees	-	388,625	388,625	-	389,020	389,020
Food sales	655,201	-	655,201	1,199,951	-	1,199,951
Beverage sales	241,644	-	241,644	518,959	-	518,959
Unused minimum and other	25,801	-	25,801	80,691	-	80,691
Bathhouse, boating and beach	106,425	-	106,425	103,457	-	103,457
Day camp	276,025	-	276,025	332,024	-	332,024
Sports activities	372,094	-	372,094	247,029	-	247,029
Special purpose funds	69,820	-	69,820	69,820	-	69,820
Employee retention payroll tax credits	379,987	-	379,987	-	-	-
Interest and other	119,861	-	119,861	152,112	-	152,112
Total revenue	5,110,558	1,078,451	6,189,009	5,387,055	1,043,700	6,430,755
Costs and expenses						
Cost of food and beverages	340,894	-	340,894	606,482	-	606,482
Payroll and related expenses – net	2,446,377	-	2,446,377	2,358,240	-	2,358,240
Other expenses						
Restaurant and pavilion	179,689	-	179,689	288,357	-	288,357
Beverages	22,084	-	22,084	59,389	-	59,389
Bathhouse, boating and beach	90,770	-	90,770	133,547	-	133,547
Day camp	20,961	-	20,961	60,924	-	60,924
Sports activities	167,103	-	167,103	174,234	-	174,234
Clubhouse and winter house	213,212	-	213,212	304,683	-	304,683
Ground maintenance	447,179	-	447,179	445,683	-	445,683
Administrative and general	283,000	-	283,000	288,949	-	288,949
Special purpose funds	69,820	-	69,820	69,820	-	69,820
Total other expenses	1,493,818	-	1,493,818	1,825,586	-	1,825,586
Total costs and expenses	4,281,089	-	4,281,089	4,790,308	-	4,790,308
Excess of revenue over expenses before fixed charges	829,469	1,078,451	1,907,920	596,747	1,043,700	1,640,447
Fixed charges						
Interest	-	166,141	166,141	-	176,667	176,667
Real estate taxes	200,794	-	200,794	197,751	-	197,751
Insurance	239,155	-	239,155	261,366	-	261,366
Total fixed charges	439,949	166,141	606,090	459,117	176,667	635,784
Excess of revenue over expenses before depreciation	389,520	912,310	1,301,830	137,630	867,033	1,004,663
Excess (deficiency) of revenue over expenses before other additions (deductions)	711,098	-	711,098	725,212	-	725,212
Other additions (deductions)						
Capital expenditures financed by the reserve for capital improvements	272,512	(272,512)	-	190,575	(190,575)	-
Principal payments on mortgage financed by the reserve for capital improvements	240,633	(240,633)	-	230,027	(230,027)	-
Reserve for legal settlement credit	-	-	-	121,500	-	121,500
Interfund transfer	-	-	-	(282,500)	282,500	-
Increase (decrease) in net assets	191,567	399,165	590,732	(327,980)	728,931	400,951
Net assets, beginning of year	3,316,673	1,094,526	4,411,199	3,644,653	365,595	4,010,248

ORIENTA BEACH CLUB, INC.

Statement of Cash Flows

	Year Ended December 31	
	2020	2019
Cash flows from operating activities		
Increase in net assets	\$ 590,732	\$ 400,951
Adjustments to reconcile increase in net assets to net cash provided by operating activities		
Depreciation	711,098	725,212
Net capital assessment and initiation fees revenue	(912,310)	(867,033)
(Increase) decrease in current assets		
Accounts receivable	(99,807)	35,534
Inventories	(13,301)	8,951
Prepaid expenses	(83,368)	32,382
Increase (decrease) in current liabilities		
Accounts payable	22,162	(46,049)
Taxes payable and accrued	2,498	27,087
Accrued expenses	(30,389)	(196,315)
Special purpose funds	(8,532)	3,668
Unearned revenue	231,027	103,217
Net cash provided by operating activities	409,510	727,605
Cash flows (used in) investing activities		
Additions to property and equipment	(272,512)	(190,575)
Cash flows from financing activities		
Repayment of long-term debt	(240,633)	(230,027)
Net capital assessment and initiation fees revenue	912,310	867,033
Net cash provided by financing activities	671,677	637,006
Net increase in cash and cash equivalents	809,075	674,036
Cash and cash equivalents, beginning of year	2,627,222	1,953,186
Cash and cash equivalents, end of year	\$ 3,436,297	\$ 2,627,222
Supplemental disclosure of cash flow information		
Cash paid for interest	\$ 167,094	\$ 177,578

ORIENTA BEACH CLUB, INC.

Statement of Financial Position

	December 31	
	2020	2019
Assets		
Current assets		
Cash and cash equivalents	\$ 3,436,297	\$ 2,627,222
Accounts receivable, net	325,954	226,147
Inventories, at cost	81,196	67,895
Prepaid expenses	131,884	48,516
Total current assets	3,975,331	2,969,780
Property and equipment, at cost		
Land and land improvements	2,836,451	2,836,451
Buildings and improvements	11,027,993	11,600,830
Furniture, fixtures and equipment	3,084,128	2,936,759
Work in progress	147,980	50,000
Total property and equipment	17,096,552	16,824,040
Less accumulated depreciation	10,936,733	10,225,635
Net property and equipment	6,159,819	6,598,405
Total assets	\$10,135,150	\$ 9,568,185
Liabilities and Net Assets		
Current liabilities		
Accounts payable	\$ 118,511	\$ 95,349
Taxes payable and accrued	142,858	140,360
Accrued expenses	169,345	139,634
Special purpose funds	13,126	21,658
Unearned revenue	1,307,803	1,076,776
Current maturities of long-term debt	252,580	240,632
Total current liabilities	1,944,223	1,715,409
Long-term debt		
	3,188,956	3,441,577
Total liabilities	5,133,219	5,156,986
Net assets		
Operating fund	3,508,240	3,316,673
Reserve for capital improvements	1,493,691	1,094,526
Total net assets	5,001,931	4,411,199
Total liabilities and net assets	\$10,135,150	\$ 9,568,185

See notes to financial statements.

FINANCIAL ACUMEN

**Oriente Beach Club
Admin Fee Analysis
2018**

PROPOSAL: Oriente to switch it's practice of billing admin fees from an 18% add-on to food sales to a flat fee.

PURPOSE: To determine the average annual admin fee needed to be billed to each member class as a flat fee and obtain the same revenue as when billed as an 18% add-on.

Account	Name	2018 Sales
30444	REST-Rest Sales	\$ 19,671
30445	REST-Rest Sales - Breakfast	-
30446	REST-Rest Sales - Lunch	182,525
30447	REST-Rest Sales - Dinner	288,048
30448	REST-Rest Sales - Club Event	199,192
30475	BAR-Bar Sales	194,087
30500	PAV-Pavillon Food	101,324
30502	PAV-Pavillon Beverage	10,357
30505	DOLP-Dolphin Lounge Food	3,181
30507	DOLP-Dolphin Lounge Beverage	68,570
30700	Deck Bar-Sales	20,144
Total sales revenue, excluding banquets		1,087,099
Admin fee %		18.00%
Estimated admin fee, excluding banquets		195,678
Senior equivalents as of 12/31/18		341
Average admin fee incurred by member		\$ 574⁽¹⁾

Category	AS OF 12/31/18			PROPOSAL	
	12/31/2018 Count	Senior Equivalency	Senior Equivalents	Est. Cost per Member ⁽¹⁾	Est. Revenue
HON	5	0%	-	-	\$ -
HSE	16	45%	7.2	258	4,129
HSW	2	25%	0.5	143	287
J25	1	10%	0.1	57	57
J26 - J29	7	50%	3.5	287	2,007
J30	3	70%	2.1	401	1,204
J31	1	80%	0.8	459	459
LOA	18	15%	2.7	86	1,549
NRS	17	10%	1.7	57	975
SHX	10	25%	2.5	143	1,434
SNR	295	100%	295.0	574	169,192
SNW	8	50%	4.0	287	2,294
SPH	1	33%	0.3	189	189
SPS	17	75%	12.8	430	7,313
SPX	16	50%	8.0	287	4,588
FDR	7	0%	-	-	-
Total	424	n/a	341.2	n/a	\$ 195,678

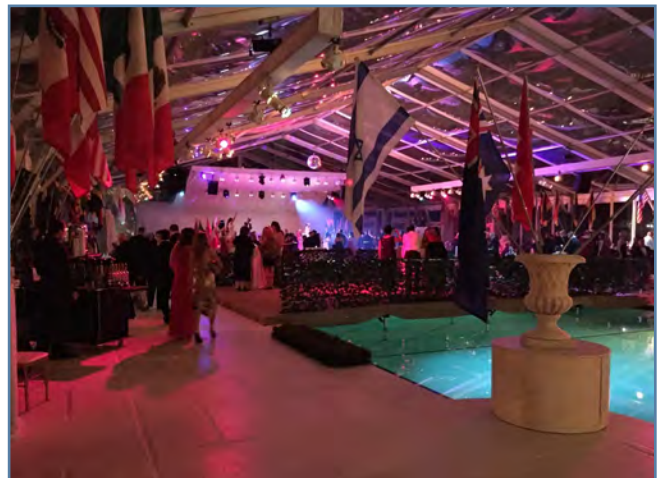
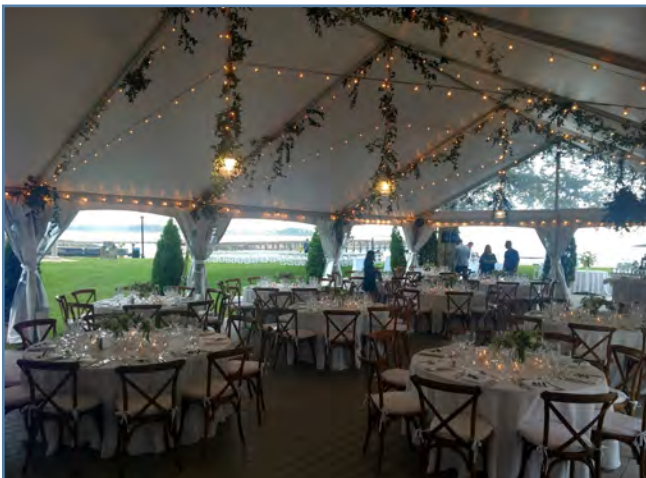
Tickmark Legend

⁽¹⁾ - The \$574 average admin fee per member is allocated amongst member classes based on their senior equivalency.

Restricted for internal management use only.

CLUB ACTIVITIES

Working in 4 states on the East Coast has given John a great exposure to different cultures, different types of clubs and therefore different club activities to be part of. He has coordinated and executed Weddings, Mitzvahs, Red Cross Gala, Cavallino Show and all the seasonal typical club events. He also helped with opening and running Acorn Organics, a certified organic farm while working for Old Oaks Country Club.



CLUB ACTIVITIES

ENTER IF YOU DARE....

Haunted House SPOOKTACULAR

FRIDAY, OCTOBER 29

Dinner Buffet 5:30-7:30pm
DJ & Dancing 5:30-9pm
Haunted House 5:30-9pm

ENTER IF YOU DARE!

Adults \$35.95 / Kids (12 & Under) \$19.95

Casual Attire **Costume Contest for All!** Prizes to be won!

Fun evening of dancing, costume contest & scares!
Please call or email us with your reservations:
914-698-1900 or Receptionist@orientabeachclub.com

ORIENTA BEACH CLUB #8001 #DONTGOONHERE #BESTCOSTUMEPRIZES

ORIENTA BEACH CLUB

HANUKKAH PARTY

FESTIVAL OF LIGHTS

Sunday, November 28
5:30-8:30pm

Celebrate the Holiday Season - Bring Your Family & Friends!

Cocktail Party for Adults
Children's Buffet
Cookie Decorating
Movie for the Children

\$34.95 Adults
\$15.95 Children (12 & Under)
Casual Attire

RSVP receptionist@orientabeachclub.com or 914-698-1900
Reservations: 914-698-1900 or Receptionist@orientabeachclub.com

Oriente Beach Club #HappyHanukkah

ORIENTA BEACH CLUB
EST. 1924

The Board of Directors cordially invites you to attend the 2021 Orienta

Holiday GALA

Saturday, the Fourth of December

Hors d'oeuvres Reception with Open Bar
7:00-8:00pm
Dinner & Dancing to the Sounds of the Times Square Orchestra
8:00pm to Midnight

Black Tie Optional (Tuxedo or Dark Suit)
\$85 per person

RSVP
914-698-1900 or Receptionist@orientabeachclub.com

ORIENTA BEACH CLUB
EST. 1924

Santa Brunch

SUNDAY, DECEMBER 12
11:30am-2:30pm

Delicious Holiday Buffet

Join us for some fun with Santa & his friends!

Pictures with Santa
Fun Surprises for the Kids!

\$39.95 Adults
\$17.95 Children

Smart Casual Attire
(No jeans or sneakers)

RSVP receptionist@orientabeachclub.com or 914-698-1900

ORIENTA BEACH CLUB
EST. 1924

Enjoy a lovely afternoon with friends.
Get all your holiday shopping done.
(Just shop or shop & have lunch!)
Eat. Drink. Shop. Be Merry!

The Ladies Advisory Committee Presents

Holiday Boutique & Luncheon

Many New Vendors!

FRIDAY, DECEMBER 3
11am-3pm
Lunch Served at 12:30pm

Back for 2021!

Guests are welcome!
Unique gifts for all ages & occasions!

An amazing afternoon...
Come just to shop
or
Shop & stay for lunch!

Furs by Peter Duffy
Jewelry
Accessories!
Handbags!
And Lots More!

Support Local Businesses

ORIENTA BEACH CLUB
EST. 1924

OBC Holiday Gift Idea #1:
Tickets to *TINA The Tina Turner Musical!*
Something to look forward to in the Spring!
(We'll make up a package for you to put under the tree!)

OBC Ladies Advisory Committee Proudly Presents

A Day of Broadway!

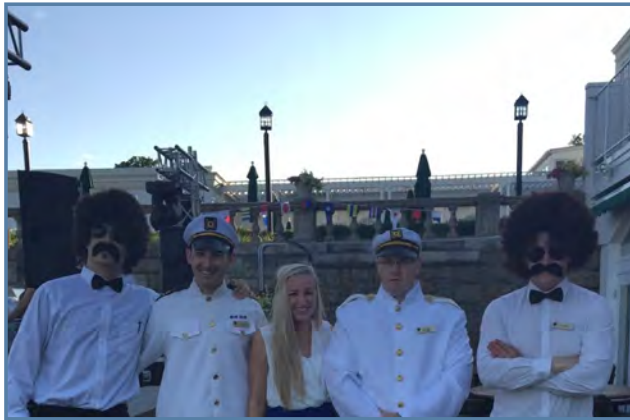
WEDNESDAY, MAY 18, 2022

All-inclusive price of \$175.00
NON-REFUNDABLE

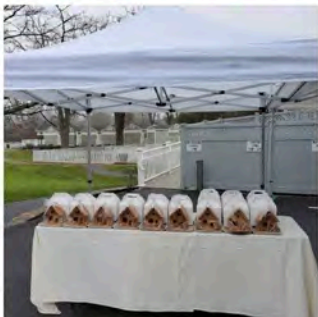
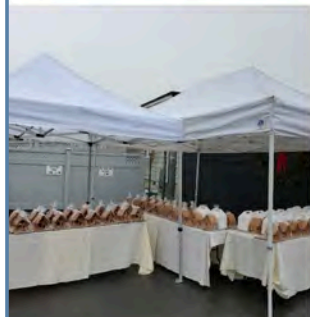
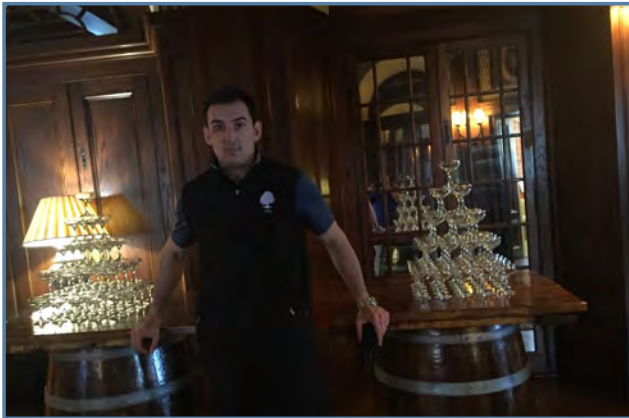
CLUB ACTIVITIES



CLUB ACTIVITIES



CLUB ACTIVITIES



PROFESSIONAL DEVELOPMENT

John is a results driven professional with over ten years of hospitality experience with an extensive record of proven results through several BMI's classes, Accounting and Financial Management class and many classes on Club Management and Technology. In order to achieve these John has always applied and was awarded Scholarships that helped him fund his studies.

CMAA 2019
TOP RATED 2019 WORLD CONFERENCE SESSION RECORDINGS
 Five of the top rated sessions from the 2019 World Conference on Club Management in Nashville are available to all CMAA members for CMI credits.

COURSE COMPLETION: 100%
 Complete (5 / 5)

CMAA Members - Once you have completed all five sessions, [please complete this form](#) to receive 6.5 CMI credits.

Chapters
 Please Select a Title

1. Active Threat: Preparedness, Response, & Recovery - Peter Johnson	Complete	RESTART
2. The Link Between Change and Curiosity - A Blind Man's Perspective - André van Hall	Complete	RESTART
3. No Train, No Gain - Creating and Maintaining a Thorough F&B Curriculum - Jennifer Burgess	Complete	RESTART
4. Rejuvenation and Innovation in Clubs - Joe Krenn, CCM, CCE	Complete	RESTART
5. Team Building for 2020 and Beyond - Jeffrey McFadden, CCM, CCE	Complete	RESTART

METROPOLITAN MCF CLUB FOUNDATION
 EDUCATION SERVICE COMMUNITY

"Education comes from living life, following passions, assessing information, observing, reflecting, and being inspired."

Frederic G. Goldmann Scholarship Winner

congratulations
REMUS CALIN CIOLOMIC

November 2018

BMI Business Management Institute Inc. 1988
CMAA CLUB MANAGEMENT ASSOCIATION OF AMERICA
CAL POLY POMONA The College of Hospitality Management

Certificate of Completion
 Presented to
Remus Ciolomic
 by
Club Management Association of America
 and
Club Management Institute
 for having successfully completed the
BMI Leadership Principles
 January 28 – February 1, 2019
 and for having acquired advanced knowledge in the management of clubs.

Robert J. Crisci, CCM, CCE, CPA
 President,
 Club Management Association of America

Eric Dietz, CCM, CCE, PGA
 Chairman, Professional
 Development Committee

PROFESSIONAL DEVELOPMENT

CHEROKEE TOWN AND COUNTRY CLUB



155 WEST PACES FERRY ROAD, N.W.
ATLANTA, GEORGIA 30305-1365
404 365-1200
404 365-1204 Fax

October 14, 2021

Mr. Remus Ciolomic
Orienta Beach Club
1054 Walton Ave.
Mamaroneck, NY 10543

Dear Remus,

On behalf of Cherokee Town and Country Club and the Club Managers Association of America, I want to commend you for taking the time out of your schedule to both further your education at BMI I and to network with your peers. This sort of dedication towards the profession is what sets you apart from others and is the hallmark of our Association.

It is an honor to be included in the class with the culture presentation. Attending the BMI I course at Cherokee 29 years ago had an everlasting impact on my career. This impact has proven to come full circle. Educating yourself is solid choice and you will always see a return on investment.

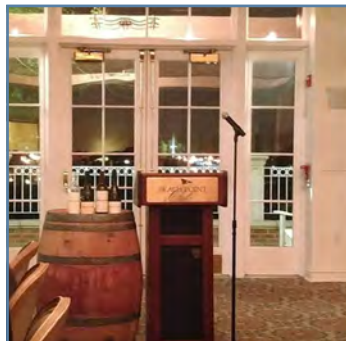
Best wishes to you and your career. If there is anything I can ever do for you, please do not hesitate to reach out to me.

Sincerely,

A handwritten signature in black ink that reads "Michael S. Wheeler".

Michael S. Wheeler, MCM, CCE

MSW/skm



PROFESSIONAL DEVELOPMENT

Education Credit Transcript

Date: 11/23/2021

Credits Earned From: 02/01/2018

Credits Earned To: 11/30/2021

Mr. Remus Ciolomic
Clubhouse Manager
Orienta Beach Club
1054 Walton Ave.
Mamaroneck, NY 10543

Credit Type: CMI

Source	Date	Description	Location	Credits
BMI1CM1021	10/11/2021	BMI1 Club Management October 2021		30.00
21CF0063	03/12/2021	The Clear Opportunity the Coronavirus Presented to Private Clubs – A Data Driven View		1.00
21CF0062	03/12/2021	Budgeting Fundamentals for Club Management		1.00
21CF0060	03/12/2021	Club Governance Coming out of COVID-19		1.00
21CF0064	03/12/2021	Mind the Gap		1.00
21CF0066	03/12/2021	Living Healthy in Work and Life		1.00
21CF0067	03/12/2021	Idea Fair Winners Showcase		1.00
21CF0068	03/12/2021	Closing Business Session with Featured Speaker Molly Fletcher		1.00
21CF0049	03/11/2021	General Education Session with Featured Speaker Trevor Moawad		1.00
21CF0046	03/11/2021	Leadership in 2021		1.00
21CF0047	03/11/2021	Adopting Proven Methods of Engaging the Next Generation of Club Members		1.00
21CF0055	03/11/2021	Why the "Best in Class" Seek Coaching!		1.00
21CF0052	03/11/2021	Be the Purple Cow and Embrace New Ideas for Your Club		1.00
21CF0051	03/11/2021	Blaze Your Brain: How to Manage Your Mind Wellness Through Change, Uncertainty, and Crisis		1.00
21CF0043	03/10/2021	Legal Smorgasbord: A Veritable Feast of Club Issues To Consider in 2021		1.50
21CF0035	03/10/2021	Silver Linings: Using Current Wine Trends to Create Memorable Experiences for Your Members		1.00
21CF0037	03/10/2021	Building Resiliency in Turbulent Times		1.00
21CF0044	03/10/2021	Wine Society Business Meeting		1.50
21CF0039	03/10/2021	From Branding to Bonding: What's Next For Membership Marketing?		1.00
21CF0034	03/10/2021	Awards Program with Featured Speaker Dave Raymond		1.00

Credit Type: CMI

Source	Date	Description	Location	Credits
21CF0028	03/09/2021	General Education Session: Keynote: John Hope Bryant		1.00
21CF0031	03/09/2021	2021 Club Leadership Best Practices and Trends		1.50
21CF0019	03/09/2021	Five Elements of an Exceptional Member Experience		1.00
21CF0018	03/09/2021	The Power of Story to Teach, To Align and To Affirm		1.00
21CF0022	03/09/2021	Innovation Through Culture: Stories From a Decade at Google		1.00
21CF0025	03/09/2021	Memorable Moments: How to Create Unforgettable Impact and ROI		1.00
21CF0026	03/09/2021	Building Your Club with Purpose		1.00
21CF0030	03/09/2021	Foodservice Trends and Innovation in the Leisure Industry		1.50
21CF0004	03/08/2021	Ready, Set...Open		1.00
21CF0013	03/08/2021	Read Emotions - a New Skill for Business Professionals		1.50
21CF0003	03/08/2021	Psychology Secrets on What to Do, Show, and Say to Increase Members' Confidence in Your Club		1.00
21CF0001	03/08/2021	Opening Business Session with Featured Speaker Jim Kelly		1.00
21CF0007	03/08/2021	Three Amigos – A Mentoring Saga		1.00
21CF0010	03/08/2021	Adventures in New Member Onboarding – Technology Meets Creativity		1.00
CMAU Top Conf Ed 19	02/01/2021	2019 Top Rated Conference Education Recordings		6.50
27W0416169	04/16/2019	Metropolitan Chapter Workshop - What if Disney Ran Your Club?		6.00
17209	01/28/2019	BMI2 Leadership Principles January 2019		30.00
27W112718	11/27/2018	Metropolitan Chapter Workshop		6.00
Subtotal by CMI:				114.00

PROFESSIONAL DEVELOPMENT

Credit Type: AA				
Source	Date	Description	Location	Credits
34C060321	06/03/2021	New Jersey Chapter - What Club Resource Center Offers		1.00
27C052521	05/25/2021	Metropolitan Chapter Education: Virtual - CDC Update		1.00
27C040121	04/01/2021	Metropolitan Chapter Education: Virtual - Cultivating a Culture		1.50
27C031621	03/16/2021	Metropolitan Chapter Education: Virtual - YoPro Career Path Panel		1.00
21CF0068	03/12/2021	Closing Business Session with Featured Speaker Molly Fletcher		2.00
21CF0001	03/08/2021	Opening Business Session with Featured Speaker Jim Kelly		2.00
21CFFULL	03/08/2021	2021 Conference Full Registration		12.00
27C022421	02/24/2021	Metropolitan Chapter Education: Virtual - Jayne Laly		1.50
34C021621	02/16/2021	New Jersey Chapter Education: Virtual - Post Covid Opportunities		1.50
27C021121	02/11/2021	Metropolitan Chapter Education: Virtual - Noel Tripp		1.00
34C020821	02/08/2021	New Jersey Chapter Education: Virtual - Australian Wine Education		1.50
34C020421	02/04/2021	New Jersey Chapter Education: Virtual - What Lies Ahead Other Cannot See		1.00
27C012821	01/28/2021	Metropolitan Chapter Education: Virtual - Wine & Cheese Education		1.00
34C012621	01/26/2021	New Jersey Chapter Education: Virtual - Wine Education and Rountable		2.00
27C012121	01/21/2021	Metropolitan Chapter Education: Virtual - Reaching New Heights		1.50
34C011921	01/19/2021	New Jersey Chapter Education: Virtual - 2020 Election Results		1.00
34C011421	01/14/2021	New Jersey Chapter Education: Virtual - NJ Club Chefs Rountable		1.00
34C011221	01/12/2021	New Jersey Chapter Education: Virtual - Yo Pro Craft Cocktail Session		2.00
34C010721	01/07/2021	New Jersey Chapter Education: Virtual - Accept the Dare		1.00
21CMAAMEMB	01/01/2021	2021 CMAA Membership		2.00

Credit Type: AA				
Source	Date	Description	Location	Credits
20W040120B	04/01/2020	2020 CMAA Webinar -Insurance Coverage for Coronavirus: Ways Your Club's Losses Might Be Covered		1.00
20W031720	03/17/2020	2020 CMAA Webinar - What's Your Club's Plan for the Coronavirus		1.00
20CMAAMEMB	01/01/2020	2020 CMAA Membership		2.00
19CMAAMEMB	01/01/2019	2019 CMAA Membership		2.00
27B121018	12/10/2018	Metropolitan Chapter Business Meeting		1.00
01DUESNEWEND	04/30/2018	CMAA Professional Member Dues	--	2.00
01DUESNEW	03/28/2018	CMAA Professional Member Dues	--	2.00
Subtotal by AA:				49.50
Credit Type: CHP ED				
Source	Date	Description	Location	Credits
27C043019	04/30/2019	Metropolitan Chapter Education - World Class Aquatics		3.00
27C31919D	03/19/2019	Metropolitan Chapter Education - Video Marketing		1.00
27C031919B	03/19/2019	Metropolitan Chapter Education - Food Sustainability		1.00
27C031919A	03/19/2019	Metropolitan Chapter Education - Making Your Racquet Sports Program Relevant		1.00
27C031919C	03/19/2019	Metropolitan Chapter Education - All Things CMAA		1.00
27C031919	03/19/2019	Metropolitan Chapter Education - Cloud Services		1.00
27C011519	01/15/2019	Metropolitan Chapter Education - Relevant Laws and Development in Clubs 2019		2.50
27C121018A	12/10/2018	Metropolitan Chapter Education - Mid-Managers Conference		4.00
27C121018B	12/10/2018	Metropolitan Chapter Education -Whiskey Tasting Education		1.00
027ce051518	05/15/2018	Metropolitan Chapter Education	North Hills CC	2.00
Credit Type: CHP ED				
Source	Date	Description	Location	Credits
027ce050118	05/01/2018	Metropolitan Chapter Education	Oriente Beach Club	6.00
Subtotal by CHP ED:				23.50
Grand Total for Ciolomic Remus:				187.00

ACCOLADES

Satisfaction Guaranteed is Remus's motto when it comes to members satisfaction and events. Throughout his career he has received many "Thank you!" notes that speaks volume about his work and dedication. John was also mentioned in an article published by *Palm Beach Magazine* and *Jupiter Magazine* when he opened Aaron's Table and Wine Bar.

Dear Remus,
Thank you for working with us on Bridget's 2d wedding! We really appreciate your wine expertise - & patience!
All the best,
Kate & Dan Rosen,
Bridget & Teddy Wheeler

Dear Remus Ciolomic,
I wanted to thank you for going over with me on your expertise of the country club industry. One thing that stuck to me the most was to become a sponge in order to keep learning as I proceed MY Journey.
Thank you!!
Manny Alvarez

Dear Remus,
I just wanted to say thank you for taking such exceptional care of my group during the Sotheby's event in January. You and your team at the club set a very high standard when it comes to service. You deserve great praise for your efforts. Thank you!
Caralyn

"It was my absolute pleasure to work with Remus. He always impressed me and the membership with strong focus on members satisfaction. Remus strives to better not only himself, but those around him as well. He has qualities of a true leader. He is innovative, knowledgeable, detailed, dedicated and cares for his team. Remus's character and professionalism has gained him much deserved respect from his staff as well as within the management community. He is a true asset to any organization!"
 Scott Garvin, CCM, CCE, LCAM
General Manager at The Quarry Community and Beach Club
November 19, 2021, Scott managed Remus C. directly

ACCOLADES

From: Rick Roth <rick@rothpartnersllc.com>
Sent: Saturday, June 16, 2018 7:09 AM
To: Mark Sheehan <MSheehan@orientabeachclub.com>
Cc: Lisa Smith <LSmith@orientabeachclub.com>; Dorf Yvonne <Yvonne.dorf@yahoo.com>; Magliano John <maglianoconsulting@gmail.com>
Subject:

Mark
Please pass this on to the Board,,,and of course to the Chef, Remus and related staff.

First - our food has been terrific!

Friday night had the Tuna Poke and the Crab Cake --- both excellent
Bob Ansbros says it's the best crab cake he's ever had and I have to say, it was delicious.

Last night, Saturday ---
Had the Veal Chop and it was great!
Others agreed. Excellent piece of meat perfectly prepared with delicious sauce and veggies.

Second - Service
Noticeable Improvements ---
Remus is a star who sees everything and does whatever it takes to make us all happy - he works the room, teaches his team and is a gem.
New help is professional and personable and making a difference.

Thank you, Mark!

Dear Remus,
Thank you for all your dedication and expertise of clients. We love your kindness, experience and special touches to the events and just in general your smile and warmth.
Enjoy the time off xoxo
The Trapp Family

Remus,
Thanks again for the great evening - IT WAS EPIC!
Best - Del & Steph



Remus -
Thank you for going above and beyond to ensure such a fantastic celebration!
Cheers,
Christa
& Ari Kandel

JUST WANTED
TO LET YOU KNOW
HOW MUCH
YOU'RE APPRECIATED.

ON THE RISING TIDE

MAY 2018

Meet The Chef...

I was raised in The Bronx, my passion for cooking started in my mother's kitchen helping her cook the daily meals for our family as a young boy. I am a graduate of the Culinary Institute of America. Upon my graduation, I worked at the Rainbow Room in New York City and Windows On The World, I have cooked for Julia Child, Bobby Flay and two US Presidents. Following 9/11, I worked at Rockville Links Country Club and the Huntington Crescent Club where I was the Executive Chef for nine years. I enjoy fishing, hockey, football and golf. I currently reside in the Long Beach section of Long Island with my soulmate Lori and my Pug Jack.

I have truly enjoyed my first few weeks at OBC – getting to know the kitchen team and the rest of the staff as well as meeting many of the members. Thank you all for your support and kind welcome! I've made some slight changes to the menu by adding items such as seasonal stuffed figs, burrata cheese, and filet mignon. I am looking forward to the upcoming season with excitement and will be adding even more delicious menu items for the summer. See you at the Club soon!

Chris Phayre, Executive Chef
chef@orientabeachclub.com

From the Business Office

You've got options!! Paperless statements? If you would like to receive your statement via email, simply send me an email with your request. Pay by credit card? We now accept credit card payments through a third-party service provider, Plastiq. Please note that payments may take 3 to 5 business days to process and that Plastiq charges a service fee (2.5% for credit cards, 1% for debit cards). To get started, you will need to register with Plastiq and create an account. You can link to Plastiq online on the "My Statement" page on the OBC website and click on the "Pay Now" button. You may also make payments online by logging onto the OBC website and clicking "online statement". Please let me know if you have any questions.

Wishing everyone a wonderful summer!

Rosa Gaudio, Office Manager
rgaudio@orientabeachclub.com

Follow us on Instagram!



@Orienta_beach

Restaurant Tidbits

We are looking forward to a great summer season here at Orienta. Our focus this year will be on elevating the service and experience at Orienta. We will have lots of familiar faces waiting for you on the Terrace (Carlos, Victor, Julia, Izzy) and plenty of new staff as well. Keep an eye out for our international interns joining us this year from several different countries including Russia, China, & Uzbekistan. Of course, we will also have Albert waiting for you in the Dolphin and the Tiki Bar (aka the deck bar) will be open to watch games by the water this summer (the world cup starts in June!)

David Morrison, Clubhouse Manager
dmorrison@orientabeachclub.com

Cheers From The Bar!

It has been an amazing first three months for me! Thank you to everyone for your support since I joined the Orienta team. We are thrilled to present a seasonal wine program which includes an excellent selection of wines by the glass like White Malbec or Pinot Blanc that will pair well with the hot weather during the summer. In addition, we will have the CORAVIN program where you will be able to enjoy exceptional wines like Chappellet from Napa Valley by the glass at special prices. New this spring, we started pairing fantastic wines with Chef Chris' delicious daily dinner specials – we offer a discount with each glass enjoyed from the special's selection.

Be on the lookout for additional dates for our special "Wines with Remus"! These education tastings are complimentary and a wonderful way to introduce new wines to you. Our first tasting was a great success and included delicious cheeses and crudites. I look forward to bringing you new and exciting wines and cocktails throughout the season!

Remus Ciolomic, Food & Bev Manager
rciolomic@orientabeachclub.com



ORIENTA BEACH CLUB



Aaron's Table and Wine Bar

Sip and dine your way to culinary heaven at Abacoa's new wine bar.

By Melissa Pappo

Certified sommelier and general manager Roman Cialomic stands behind a wraparound bar, busy assisting guests with drink selections. When he sees me, he asks what I'll be having. But before I respond, he jokingly remarks, "Don't say 'vodka tonic' because we don't serve that here." He's right. This new Jupiter hotspot specializes in wine, and that's not something to dislike.

Aaron's Table and Wine Bar is ideal for date night or a girls'/guys' night out. Owner and chef Aaron Fuller opened the 2,500-square-foot restaurant in November in order to fulfill a niche missing in Abacoa: a wine bar that serves "common sense" food, a term Fuller uses to describe supporting local businesses while also cooking with the absolute best ingredients on a regular basis.

THE SELECTION

Hop onto one of the leather stools at the pewter bar, or grab a seat in the dining room, and prepare to get schooled. "If you want to have an experience and talk to someone who is certified in the world of wine, we have that," Fuller says acknowledging the sommeliers on staff. They can offer insight to which wines pair best with what dishes for a seamless experience.

Currently, 24 wines are available by the glass, and more than 60 are available by the bottle. The long-term goal is to have "a wine list that Jupiter has never seen," Fuller says. Special to this wine bar is the use of nitrogen-contained dispensers, which help preserve high-end wines

so they can be served by the glass. The bar also serves on-tap beer from local breweries.

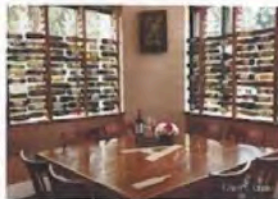
THE MENU

Fuller took his extensive culinary background spanning from his time in Florida, Las Vegas, Thailand and more, and reflected it on the current menu at Aaron's Table. There is a delicious lamb shank that is braised in Civil Society Beer Co.'s IPA, to chef Aaron's bucatini bolognese and chicken kempis—known as spring rolls—made with a true Filipino touch, as Fuller's wife hand rolls them daily.

Brunch is also served on Sundays, bringing delectable dishes to hungry guests each week. Choose from smoked salmon fathbread, duck egg benedict and "house special on a rope"—the fun way to eat bacon, in which slices are hung on a clothesline and served with rosemary fat on fire. Plus, diners can enjoy sitting with the windows open for a true indoor-outdoor feel, and sip on unlimited sangria or options from the bubbly bar.

THE CHEF'S TABLE

For special occasions, the restaurant also features a Chef's Table situated in a private corner in the front of the restaurant. The windows are stacked with empty wine bottles filled with notes and photos. Eight guests can comfortably dine at the wooden table labeled with an "8" and enjoy a worry-free evening specially catered to them.



Aaron's Table and Wine Bar, 1153 Town Center Drive, Jupiter / 561.855.2628 / aaronstable.com