

MISSION VALLEY GOLF AND COUNTRY CLUB
MINUTES OF THE BOARD OF DIRECTORS MEETING
MONDAY, DECEMBER 28, 2020

The Meeting was called to order by the President Jack Onofrio at 2:30 P.M. Eastern Time.

Members Present: President Jack Onofrio, Vice-President Tom Grover, Treasurer Steve Day (by phone), Secretary Peggy Ricklefs (by phone)

Members: Sherry Baker, Pat Cangero, Fred Binder, Kelly Jo Drewery, Rob Harkins (absent)

Management: Doug Slusser

The Minutes of the previous meeting in November were approved by Tom Grover and Seconded by Steve Day.

MANAGEMENT AND OPERATIONAL REPORT: Doug Slusser. The Club continued its successful results In November. There were indications of a lot of positives. We covered the full year's budget of Initiation Fees. Year-to-date we have collected \$107,000.00 of Initiation Fees against a full-year budget of \$96,500.00. December has already contributed an additional \$22,000.00 versus a December budget of \$11,500.00. Membership is clicking. December looks like a successful month, with golf revenue and membership revenue both being strong. Food and Beverage is down significantly from budget and the prior year, due to the pandemic. Fortunately, Dining has a minimal impact on the bottom line. There have been no operational surprises.

We have gotten quotes on various projects. Quote for pavers and a sitting wall for the First Tea Room Patio came in at \$9,200.00, a little higher than expected. Donations have exceeded \$60,000.00. We have the funding in place to complete the second patio. Automatic doors and additional fire pits have also been quoted. The servers are using carts to serve on the Patio. The tires on the carts seem to be a problem. We may need larger tires or maybe pneumatic tires to make it easier for the carts to roll to the Patio. Phase 1 of the new paving was discussed along with a discussion of Phase 2 and the handling of the center of the parking lot.

FINANCE: Steve Day. Due to the large amount in the Checking Account, Mr. Slusser advised the Board that additional insurance may be required to cover the excess amount, but this insurance could be pricey. November was a good month and December also looks good as the Membership remains strong. We are remaining optimistic as long as no unknown problems arise with the COVID-19. We must focus on cash to be used in the future.

LONG RANGE CAPITAL PLANNING. Tom Grover. Capital Planning is on schedule for the year and has \$259,000.00 in long-term reserves. Up to an additional \$40,000.00 in new capital funds may be recognized due to the current year's membership growth. This will cover Phase 1 of the paving. The cost of this is \$45,000.00. The paving will start in April or May when the Club sees a reduction in the use of the facilities and before the rainy season. Phase 2 of the paving will be budgeted as capital for next year.

The drainage problem in the parking lot needs to be addressed.

MEMBERSHIP: Sherry Baker. Membership is increasing and support for Dawn and her efforts should continue. We have 294 Equity Members, 3 Corporate Members, 21 Annual Memberships, and 115 Social Members. The "Annual Membership" name has been changed to "55 and Under Membership".

The Lifetime Membership is closed. Discussion ensued on the Summer Program. Maybe capping it at 100 and the last 25 paying a premium price. We need the Summer Program for future Equity Members as there will be attrition and new members are needed to fill these spaces. It was noted that there has been some discussion regarding the new Members not able to meet other Members. Because of the COVID-19 there has been no Social activities and we must "meet and greet" these new Members and welcome them into our golf groups and keep them abreast, by email blasts, of the activities we do have.

GREENS: Pat Cangero. We have added 2 new members to the Greens Committee. Brian and Jonathan from UGA visited the Club and were very pleased with the overall condition of the grass. They plan another visit in Mid-February. Excess shade has thinned out some of the grass and they are testing the shaded areas with monitors for the effects of the low sunlight. They are trimming the palms, doing cart paths and using yellow stakes and directional signs to direct the cart traffic. They will overseed the irrigation areas only as the rye grass needs more water. There will be additional costs for the overseed and the irrigation.

GOLF: Fred Binder. There has been discussion with the MGA and WGA regarding events. An incoming Golf Committee meeting will have a discussion about tee time availability among other things.

TENNIS: Rob Harkins. Mr. Harkins was absent. Here is a synopsis of his report. A Tennis Survey went out to the Tennis Members. We had a response of about 33%. They agreed that the tennis complex, availability of court times, and the quality of the pro-lessons/clinics/and programs were good. The Gigi Fernandez Clinic was a huge success. Mission Valley has been designated as an exclusive location for the GIGI method. Our Pro will implement more GIGI clinics in the future. There was a discussion on POP Tennis. It is an alternative to pickle ball. They are planning a demo day for Members so they can see how it is played.

HOUSE: Kelly Jo Drewery. The Players Patio has been a huge success. There is a great need for a server's station just inside the door near the Patio. We are checking on pricing for counter and storage cabinets near the door. There was a discussion about eating around the fire pits. Hi-Tops may be needed on the patio or in the lower bar area. All Social events have been cancelled due to the COVID-19.

No further business, the Meeting was adjourned at 3:55 P.M. The next Board Meeting is scheduled for January 25, 2021 at 2:30 P.M. Eastern Time in the Board Room.

Respectfully submitted,
Peggy Ricklefs
Secretary