

MISSION VALLEY GOLF AND COUNTRY CLUB

MINUTES OF THE BOARD OF DIRECTORS MEETING MONDAY JUNE 1, 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 Emily Jennings (by phone), Treasurer Tom Grover, and Secretary Peggy Ricklefs (by phone).

Members: Pat Cangero, Rob Harkins, Sherry Baker, Steve Day, Fred Binder (by phone).

Management: Doug Slusser

Present were some Member guests wanting to speak to the Board. Mr. Steve Day requested that he represent the Board and this was agreed upon.

GUEST MEMBER REPORT. Steve Day. During the discussion, several questions were raised by the members. Some of those points were already on the Board's Agenda for that day and those and other points were reviewed. The significant matters included : a request for more frequent communications to members regarding policy and significant operating decisions – this was agreed to, explanation of the need for the approximately 5% fee increase for the coming fiscal year – it was explained that 100% of the increase was being allocated to golf course maintenance; a question regarding the plan for opening the Bar and the Restaurant – it was explained that there was a plan to open the Bar with a limited menu and hours just as soon as possible with more significant expansion of the restaurant services currently expected after the summer season – subject to relevant pandemic effects but sooner if that makes sense; a question about Summer Members pricing, rights and benefits – these were discussed; questions regarding the Club's April financial performance – this was discussed in detail; a question as to the state of Reciprocal Club play availability – it was indicated that this was in negotiation and expected to be resolved in the near future.

The meeting was reconvened at 3:26 P.M.

MANAGEMENT AND OPERATIONAL REPORT. Doug Slusser April had a good outcome even though we operated under our new reality. Golf continued to be played and gave our Members something to do. May was a strong month. We hit the budget or exceeded it. May had the highest number of rounds of golf played by Members in a single month in recent history. June looks good too. In May, the combined Dues Line and Initiation Fees provided a bright spot exceeding budget. Despite the pandemic we finished the month within \$6,000.00 of budget generating \$34,112.00 of net operating income. The bag storage is billed annually on June 30th. We will defer the charges until the date service resumes and we will adjust the billing accordingly. Hand washing is still of the utmost importance. There will be no club cleaning, only storage of the clubs for the time being.

FINANCE: Tom Grover. The April miss of \$5,824.00 is encouraging taking into account the effects of the pandemic. Two factors that had a positive impact on the monthly results were the positive variance in Golf Maintenance primarily due to a fertilizer and chemical application budgeted for April but applied in March and Initiation Revenue of \$12,500.00 which represented the new members joining. With 125 new Summer Members the rounds of golf have been strong.

Doug stated that last October and November Kelly said we needed 275 Equity members to make everything work. We needed to attract 75-100 Summer Members. She started early on this program stating that a big conversion comes from the Summer Members. The plan was well designed and did much better. But we still need 275 Equity Members. Tom stated that the 2020-2021 Budget will be ready to be presented to the Board at the June meeting.

LONG RANGE CAPITAL PLANNING: Steve Day. A discussion on having city water ensued. Doug explained that the future requirements related to the Club's fire suppression system will need to be replaced by supplying a direct, dedicated water supply from the street to the Club for city water. This is a long term (within five years) cost ranging from \$150,000.00 to \$200,000.00. We need to build reserves for this expenditure. We will need an Engineer to do this planning. The copper pipes have been leaking and are scheduled for repair when the Club shuts down in June for course maintenance. Our water supply is hard on the copper pipes. A request to spend \$1,500.00 for the Hot Dog and Bun Warmer Machine was approved. This is for the opening of the bar and lunch service.

MEMBERSHIP: Sherry Baker. No Meeting was held in May but there was a lot of activity. There are 272 Equity Members. We had 21 Equity resignations. 6 Equity went to Social. Our Summer Program has 125 Members. It was suggested that a canvas be taken of these members to find out why they joined and what experiences they had, both good and bad. So many Summer Members repeat each year that maybe a 3 year limit should be put on their renewal. The Summer Members are a gold mine for 1) conversions and 2) revenue. A portion of the revenue was due to \$12,500.00 in Initiation dues for April and over \$20,000.00 in May. \$32,500.00 is outstanding. Future Lifetime Members will be charged \$55,000.00 and \$82,500.00 respectively, a 10% dues increase, with 50% allocated to Capital Expenditures. A motion was made by Steve Day to "approve the new fees for Lifetime Members" and seconded by Tom Grover and unanimously passed. Inquiries from the out-of- country Members was discussed. If the Members cannot return to the U.S. due to the pandemic and closing of our border, their dues will be credited to the next year. This only applies if the border is closed.

On Rules and Regulations, a family guest of an Equity Member can play 12 rounds instead of the usual 6 during winter season. This provision was expanded to include Annual Golf Members. Three equity Members asked for a variance of the rules for personal reasons. After a discussion all three were denied.

GREENS: Pat Cangero. Aerification of the greens went well and were treated also treated for mole crickets, nematodes and fairy ring. The Curfew application is coming up on Monday the 8th of June. A letter of the Club doing the Curfew should be sent to all the neighbors stating we are doing the application and to stay away from the Course. The tractor is coming and after instructions on its use will be put into service. A discussion ensued on the center island in the parking lot. It needs to be redone and what product to use and the cost. No decision was reached.

TENNIS: Rob Harkins. There was flooding on one of the courts but the problem has been resolved. The courts are in great shape and the grooming practices are better. 6 Racquet Club Members have to make their decision on what to do about their membership. There was a discussion about the Tennis Pro and his work ethics. It was decided that Mr. Harkins should resolve this issue as he is more attuned to the situation. He will look into SKEDDA a scheduling system for the Tennis program.

HOUSE: Emily Jennings. A meeting is scheduled for July 1st. A discussion ensued on the Championship Patio again. The idea was tabled at a previous meeting because the thought was to concentrate on the

Golf Course. But the feeling was that we need to progress. The House Committee is to come up with proposals on the size, placement of the patio, how to decorate and staff the patio. They should come up with a budget. The construction of the patio seems to be funded by the Members but there will be other ongoing costs to discuss.

GOLF: Fred Binder. There was no meeting held. It was suggested that there is a removal of the signs guiding the players as to what hole to golf from according to their driving skills. The 4:10 minutes for 18 rounds of golf should be changed to 4 hours. A big "THANK YOU" to Brian and the Cart Barn Staff during this time.

A big Cudos to KAREN KORF on being elected to the FSGA Hall of Fame. She will be recognized at the Annual Meeting. Congratulations for Mission Valley.

NEW BUSINESS: There have been requests from the High School Girls' and Boys' Golf teams along with a Middle School to have access to the golf course for their play. They will have to follow all the rules and regulations of the course and have proper supervision on the use. We will have reciprocals if the carts and times are available. A motion was made "to open reciprocals and members to bring their guests". This passed the Board. The bar will open soon. Tubs of salads will be purchased for sandwiches and hot dogs will be offered from 11:00 to 2:00 and will be offered with chips. A bartender and runner will be needed.

A motion was made by Fred Binder "to have Steve contact Pope and review our Contract". This was seconded by Rob Harkins and Tom Grover.

A monthly update was recommended. This was to go to the Members a few days after the Board Meeting.

No further business, the meeting was adjourned at 5:45 P.M. The next Meeting will be held June 29th at 2:30 P.M. in the Board Room.

Respectfully submitted,

Peggy Ricklefs
Secretary