

Mission Valley Golf and Country Club
Minutes of the Board of Directors Meeting
Monday, November 29, 2021

The meeting was called to order by President Steve Day @ 2:30 PM Eastern Time
Members present: President Steve Day, Vice President Jack Onofrio, Treasurer Tom Grover, Secretary Rob Harkins, Sherry Baker, Pat Cangero, Kelly Jo Drewery, Fred Binder, Hilda Lyon
Management present: Doug Slusser

The Minutes of the previous meeting, 25 October 2021 were approved as submitted. Motion to approve: P. Cangero Second: T. Grover

MANAGEMENT FINANCIAL AND OPERATIONAL: D. Slusser. October was a solid month with a nice beat to budget. Four months into the fiscal year each month has beat budget. Strong revenue offset expenses above budget. Golf Revenue led the way. Rounds of golf were extremely strong. Membership Revenue was also very strong. Dining and Bar Revenue added as well, benefitting from the increased rounds of golf. Increased activity led to higher payroll expenses in all departments except Tennis. Operational items of note include the following: member rounds of golf in October exceeded budget by a whopping 82%. Member dining was solid in October exceeding budget by over 10%. Membership activity remained strong adding to the 55 & Under and Social with Sports rosters. Equity memberships remained at 325 with any resignations being filled by wait list candidates. The equity wait list continues to grow. Food and beverage hours are changing to meet the needs of membership which in turn is creating pressure on staffing. The three cones in the driveway adjacent to our mailbox will be repaired with steel plates to cover the broken concrete and drainage grate until a permanent repair can be made. The financial forecast for November remains strong.

FINANCE: T. Grover. There was no finance committee meeting in November. The finance summary for the month and four months ended Oct 31, 2021 is as follows:

October results: net operations income was \$55,021 which exceeded budget by \$25,149 and beat Oct 2020 by \$13,203. For the four months ended Oct 31, 2021: Net operating income was \$147,883 which exceeded budget by \$58, 202. NOI for Oct 2020 was \$187,637 which was \$39,754 greater than the current year.

LONG RANGE CAPITAL PLANNING: H. Lyon. The fire sprinkler/water replacement system engineering study is still in progress. When complete the plan is to have bids out by late spring to address any issues. The methane odor in the lady's locker and bathrooms seems to have solved itself. The problem will be further investigated and repaired as necessary in the spring to avoid disruptions during the next few months. The large concrete blocks that will be used to construct storage bins for the golf course materials like sand, mulch, sandstone/cart path aggregate, etc. have been ordered with expected delivery in the next 3-4 weeks. The storage bins will be placed at the north end of our east parking lot near the maintenance facility. A pole barn for storage of our golf course maintenance equipment that is currently kept outside in the elements is being discussed but no decision has been made at this time. The LRCP committee is exploring a more formal procedure for identifying newly proposed capital projects. Ideas will be presented at the next LRCP committee meeting.

MEMBERSHIP: S. Baker. Now that our equity membership is full at 325 and we have an established wait list, the membership committee is focusing on retention of existing members and those on the wait list. Since our last meeting we have added more Social with sport and 55 and Under members and we have been able to fill any equity vacancies that have occurred with waitlist candidates. The capital asset replacement account (CARA) presented at the annual meeting by Steve Day was discussed with the focus on continued communications with the membership. Contrary to previous information presented, lifetime members will not be assessed for the CARA. Steve Day has offered to present the CARA concept to all golf group leaders and standing committees in an effort to achieve membership comfort with the plan. Summer membership programs are already being discussed with the possibility of having two summer memberships: a full summer membership (May 1 – Oct 31) and a mini membership (Jun-Sep). More info to follow. We have limited our seasonal memberships to 10 memberships per month. In the future, seasonal memberships are further limited to two consecutive years. A lottery system will be implemented to fill future seasonal memberships if demand dictates.

ACTION: For future equity resignations the board requested to know who and why an equity member has resigned.

GREENS: P. Cangero. Overseeding of the golf course will be completed today (Nov 29) with heavy watering tomorrow. The course is therefore closed tomorrow. We will be cart path only for the next two weeks to allow the seed to germinate without being driven on and scatter by tire tracks. Handicap flag carriers and walkers will be permitted on the fairways with a strong request to keep electric cart traffic to 90 degrees entering and exiting fairways. We continue to experience cart traffic violations on the golf course. Primarily driving too close to greens and tee boxes. After lengthy discussion P. Cangero took an action to write a letter to the membership on behalf of the greens committee explaining the current cart rules and requesting membership help in maintaining our golf course.

ACTION: P. Cangero to provide a letter for distribution to all golfing members concerning cart traffic throughout the golf course.

GOLF: F. Binder. With our membership full the golf committee will continue to monitor tee time availability. Tee times versus split tees continues to be discussed but for now split tees are preferred. Ron Smith who was instrumental in the planning of our golf course remodel had promised to make a visit in December to discuss a relocation of our 9th green and expansion of our driving range. 62 motorized EZ Go carts are expected for delivery Mid December. With the arrival of our new carts space for storage of personal carts will continue to be a problem. A motion was made by F. Binder and seconded by J. Onofrio to approve the Mid-Gulf lady's tournament on Nov 7, 2021. The event was approved with the stipulation that tee times be used versus a shotgun start. The need for a "ramp" of some kind to jump the curbing surrounding the chipping green was discussed without resolution. Ideas are still being considered by the golf committee.

TENNIS: R. Harkins. We will be sending a blast email to all members announcing the opportunity to purchase engraved pavers for the clock garden. There was no offering last year and with the number of new members it is anticipated several new pavers may be sold. Revenue from the sale of pavers will be prioritized for the maintenance of the clock and grounds. A paver project is being discussed for the tennis courts for next year to replace the aging and unsightly existing pavers in the entryway and surrounding the pavilion. The long awaited Polywood furniture for the tennis center will be delivered this week. T. Kelly has offered to host a fundraiser to raise 50% of the funds needed to provide shade over the new patio. He is requesting the club provide the funds for the remaining 50%. After discussion the board agreed there are multiple capital projects being projected with several holding a higher

priority and suggested T. Kelly provide the Long Range Capital Planning committee with a concept including costs for their consideration and alignment with other projects.

HOUSE: K. Drewery. The Halloween party was a great success and well attended. This was the first big party for many of our wait/kitchen staff and they did a great job. Trivia has also been well attended. The vaccination clinic was well received and attended. Walmart pharmacy has suggested they would support another clinic. A Pub menu is being developed for expanded hours in the bar. Crazy Christmas is sold out. Two patio tables and eight chairs are coming from the tennis center when their new furniture arrives. The new tables and chairs will be used at the small patio. Peggy Ricklefs was welcomed to the house committee after 5 years of serving on the board of directors most recently as the secretary. Thanks, Peggy for a job well done as the Board's secretary!

NEW BUSINESS: none

Through a motion by T. Grover and second by F. Binder the meeting was adjourned at 4:05 pm

Respectfully submitted,

Rob Harkins
Secretary