

Mission Valley Golf and Country Club

Board of Directors Meeting

March 25, 2024

Attendees: Pat Cangero, Kelly Jo Drewery, Rob Harkins, Cheryl Hornberger, Hilda Lyon, Joe Polino, Dave Richardson, Kurt Sangmeister, Steve Day. Administration: Doug Slusser.

Meeting was called to order at 2:30pm.

Minutes from February BOD Meeting Approved: **Motion: Kurt Sangmeister, Second: Kelly Jo Drewery, Approved: All**

Management Review: Doug Slusser

February financial performance was solid and early indications for March look very good. The anticipated decrease in Initiation Fee income will be offset by strong income from Dues.

The new handrails for the clubhouse were delivered to our site to bend them to the appropriate shape to meet our needs. They are now being fabricated and powder coated and will be installed by mid-April.

Doug advised the BOD of an instance of a member verbally abusing a Mission Valley staff employee – a specific violation of our Bylaws. The BOD authorized Doug to send a letter to the member expressing our concerns. After evaluating the member's response, the BOD may consider further action, which is also specified in our Bylaws.

Several members are requesting approval to allow golf teaching professionals onto our facilities to give them lessons instead of (or in addition to) lessons they can receive from our in-house professional staff: Brian Dahle and Gennifer Mendez. Rob Harkins said that a similar issue is happening in our Tennis program with some members taking lessons on our facilities from a professional other than our tennis professional, Patsy Lukas.

Joe Polino made a motion that no outside (non-employee) teaching professional (Golf or Tennis) should be allowed on Mission Valley facilities to provide lessons to our members and that any of our members seeking lessons from professionals other than our in-house staff should make arrangements to do so outside of Mission Valley facilities. Dave Richardson seconded the motion and all BOD members approved.

Finance Review: Dave Richardson

The Finance Committee met on March 18th. The committee estimates that the changes the BOD approved to reduce tee sheet congestion in our peak season will reduce FY25 revenue by approximately \$200K. At the same time, the Committee estimates that Operating Expenses for FY25 will increase by nearly \$400K or 9.1% compared to FY24 levels. We do expect that based on an anticipated overperformance to budget in FY24, we will be able to make a \$200K contribution to our capital reserves, increasing them to approximately \$600K.

Based on the financial conditions described above, the Finance Committee is currently estimating that an increase in dues, cart and walking fees and guest fees will be needed in FY25 to maintain the club's strong financial position and provide for our longer term infrastructure needs.

Long Range Planning: Hilda Lyon

LRCP Meeting was held on March 18, 2024.

We are awaiting one more bid to install the municipal water line from the street to the clubhouse. Current bids range from \$120K - \$350K.

The Pump House project is on schedule and Pro Pump will begin this work in April.

Membership: Cheryl Hornberger

Membership Committee meeting was held on March 14, 2024.

321 Equity Members, 4 Corporate Members, 55 55 and Under Members, 139 Social with Sport (not associated with any wait list), 122 Social with Sport Members (on the Equity Wait List) of which 18 on the Equity Wait List are 55 and Under, 4 were Seasonal and one is not a Member, and 45 Social Members.

Wait Lists for Equity and 55 and Under Wait Lists are currently frozen.

Winter Seasonal Memberships previously sold for April will be honored. These Memberships will not be offered in FY25.

The membership committee proposed three changes to our current membership policies:

1. If someone is at the top of the Equity Wait List or 55 and Under Wait List and requests to be placed back at the bottom, they may do so only once. They must pay the current Initiation Fee and the balance of the 50% deposit asap. The initiation fee at the time of their first application will not be honored and the extra 6 rounds of golf they previously received will not be granted. **Motion to approve: Cheryl Hornberger, Second: Rob Harkins, Approved: All**
2. The initiation fee for new Equity Members should be increased to \$15K for a couple and \$10,000 for a single. The initiation fee for a new 55 and Under Member should be increased to \$3K for a couple. These changes will not impact those on our current wait

lists and will take effect April 15, 2024. **Motion to approve: Joe Polino, Second: Rob Harkins, Approved: All**

3. We will start offering a “Standby Wait List” for Equity Memberships that extends beyond our current Equity Wait List. The Standby List will require a \$500 non refundable application fee and contain no membership privileges and provides no guarantee of future Initiation Fee amount. **Motion to approve: Cheryl Hornberger, Second: Kelly Jo Drewery, Approved: all**

Greens Committee: Kurt Sangmeister

Greens Committee Meeting was held on March 15, 2024

Overall course conditions are holding up well. Soil on hole #3 was tested and revealed two disease pathogens which are now being treated.

We have a quote for rebuilding the #8 tee box and we should also evaluate rebuilding tee boxes on holes #11 and #15.

The WGA 9 Hole Group is donating a bench adjacent to the #9 hole first and second tee boxes.

Geofencing capabilities to better control where our fleet of carts can go on our course will be considered for our next fleet of carts in 18-24 months.

Golf Committee: Joe Polino

Golf Committee Meeting was held on March 12, 2024

The Golf Committee meeting was focused on two key issues: limiting the number of guests a member may invite to play at any one time and considering a policy to authorize the Pro Shop to consolidate tee times during our peak season.

The committee recommended that any foursome that contains guests must have at least one Mission Valley member in it. This has been subsequently adopted by the BOD.

The committee recommended that the Pro Shop be authorized to allow the Pro Shop to assign players to fill out foursomes to maximize the utilization of our tee sheet from January 1st through April 30th. This has subsequently adopted by the BOD.

Joe summarized a meeting that he, Pat Cangero, Steve Day, Doug Slusser and Brian Dahle had on March 12th with the leaders of the 23 Golf Groups that exist at Mission Valley. The intent of the meeting was to express some concerns that the BOD and Club Administration have with the way that our groups operate, specifically in terms of ensuring that all of our Equity Members are treated equally and that a substantial portion of our tee sheet remains available for “first come, first served” play, particularly during our peak season.

The meeting was frank and sometimes contentious with many of the Group Leaders not accepting that any problems exist and resistant to any change. Following that meeting, Joe has continued to solicit, compile and analyze additional information about our Golf Groups which

will hopefully provide value to everyone. Future actions are likely to include a member survey which may give us better insight on the attitude of our overall membership on this.

House Committee: Kelly Jo Drewery

Committee meeting was held on March 20, 2024.

Consideration of a Bulletin Board for members to buy or sell used golf related items has been tabled.

The new MVCC singing group “Valley Voices” is coming together led by Denny Foley.

The bar is now open until 7pm due to extended daylight hours.

Tennis Committee: Rob Harkins

Tennis Committee meeting was held March 11, 2024.

Donations and Raffle Ticket sales for the construction of a 5th Tennis Court have now reached \$73,600!

We have engaged Ritzman Courts to build our 5th court beginning after Labor Day.

This reflects an incredible effort among our tennis community and proves that the tennis program remains a strong and valuable asset to Mission Valley.

New Business:

Steve Day announced that he is resigning his position as Vice President of the BOD effective April 1st. Steve will be relocating to the Pensacola area. Several Board members expressed their thanks to Steve for his impactful leadership at Mission Valley. We will miss his professionalism and friendship.

Adjourn: **Motion by Kurt Sangmeister, Second by Kelly Jo Drewery, Approved: All**

Next Meeting: April 29, 2024 at 2:30pm