

Minutes
Fountain of Sun Country Club
Board of Director's Meeting
April 21, 2020

The Board of Directors of the FOS Country Club met on April 21, 2020 on the patio of the Country Club. CC Members present were Neil Beemer, Nancy Nacu, Arnie Novotny, Bonnie Williams, Dave Schroeder, Terry Malott, Tom Breunich, and Jerry Berg. Managing Director Ann Schmidt called the meeting to order at 9:00 AM. Directors present were John Beck, Ann Schmidt, Tom Kilzer, Chris Erickson, and Dave Laehn.

Beck made a motion to approve the Special Coronavirus Meeting Minutes of 4-7-20 as posted. Kilzer seconded the motion. All voted yes, motion carried.

Beck made a motion to approve the Monthly Board Meeting Minutes of 3-17-20 as posted. Kilzer seconded the motion. All voted yes, motion carried.

Finance Director Kilzer presented the March Financial Report. He reported that considering the COVID-19 situation the financials are better than we could have hoped. Finance Committee member, Dave Schroeder, pointed out that golf related revenue was \$6819 less than last year for the month of March; however, we are still ahead at least \$25,000 on a year-to-date basis. Schroeder also noted that revenue from outside play was trending down and that this area should be closely monitored.

Schmidt moved to approve the March Financials as presented, John Beck seconded the motion and all voted yes, motion carried.

Head Golf Professional Ryan DeBois reported that April receipts were fairly good (\$36,000) compared to last year at this time when they were \$42,000. He attributed the good results to changing to Tee Times Online booking, increased outside play and a surprising amount of contract play. In April, rates were dropped from \$42 to \$39 for 18 holes and from \$33 to \$28 for 9 holes in order to stay compatible with area courses. DeBois is studying the option of using tee times on Saturday for next season as Mixers love the time variation and it avoids massive check-in crowds. Nancy Nacu, Bonnie Williams, Arnie Novotny & Dave Laehn expressed concerns about golfers coming on the course after closing hours and without paying green fees. DeBois said he would be happy to institute a volunteer ranger program but there were several aspects to be addressed. He said he would put a committee together to look into doing this program again. Bonnie Williams and Arnie Novotny volunteered to be on the committee. DeBois also reported that the CC is continuing to have problems with the golf cart lease. Wells Fargo currently is trying to contact Joe (the coordinator of the current lease). DeBois is awaiting response from Wells Fargo and will follow up with an email to them for any new information on noncompliance.

Justin Rahn, from Birdies, stated that things are going as well as can be expected but that March receipts were down substantially. They are one of the luckier restaurants as they have the Community to help support the situation. Justin commented on customers being grateful for delivery service and that there had been enough tips from customers that Birdies was able to give each working full time employee an extra \$200 in their last paycheck. Justin also reported that their loan/grant application is in review currently and awaiting response. Ann and Justin will meet to discuss possible lease relief at a later time.

Director Dave Laehn reported that the course continues to look good, a new employee is working out well and that the CC is still short one employee. Tree trimming will begin next week, as budgeted. Member Nancy Nacu asked why there were many wet areas on the course. Laehn replied that there are a combination of reasons – Bermuda seed is now down, there was a broken sprinkler head on #16 tee which has been fixed and workers are leveling out some areas that have developed dips over time.

Old Business:

Schmidt reported that the CC is still trying to figure out what technology to use to allow members to view and participate in CC meetings. If anyone with expertise in this area is willing to help, please let her know.

Kilzer reported that the CC filed an application for the Federal Paycheck Relief Program. He submitted our application on 4-7-20 and has not received any reply other than that our application was received. Kilzer stated that he has no way to communicate with the bank (Chase) on this issue and that it is very frustrating.

Director Chris Erickson and DeBois presented a new member incentive program so that first time certificate buyers could obtain a discounted rate on single or couple golf memberships. DeBois expressed guidelines should be set in stone prior to implementing any program and it is important to get the info out early. After discussion, it was decided to continue to gather information in the form of a survey to the membership asking for their ideas prior to the May meeting.

The Board went over each item on the Action List and noted the following changes:

- Item#1 - Golf bag Holder \$600.00 purchase for next fall
- Item #6 - \$2800 for an upgrade to the restaurant speaker system and microphones and will include bar area
- Item #8 - Grizzlys has been out twice and is putting in a warranty claim with the manufacturer
- Item #14 - Has been completed awaiting reimbursement from donations.
- All others items are still awaiting actions.
- I Pad/Phone pay system for pro shop to be added to list.

A working draft of the 20/21 budget has been prepared and distributed to the Finance Committee and Board. Leahn indicated that he had reviewed the Golf Course budget and found approximately 8 items that he felt needed to be reviewed again with the Finance Committee as he felt adjustments needed to be made. The draft does not include Board decisions on wages.

The Board went into Executive Session at 10:13 in the CC Board Room to discuss personnel and employee wages. The Board reconvened in regular session and reported that no final decisions on wages had been made and asked the Finance Committee to suggest options to balance the budget.

There being no further business, the meeting was adjourned.

The next regular BOD meeting will be on May 19, 2020 at 9:00 am.

John Beck
Administrative Director