

Minutes
Fountain of the Sun Country Club
Board of Directors' Meeting
January 19th, 2021

The Board of Directors of the FOS Country Club met on January 19th, 2021, on the back patio of the Country Club. CC Members present were Arnie Novotny, Dave Schroeder, Neil Beemer, Nancy Nacu, Ryan Debois and Ericka Rahn. Managing Director Ann Schmidt called the meeting to order at 9:00 AM. Nancy Moorhead took roll call: Directors present were Ann Schmidt, Tom Kilzer, Nancy Moorhead, Chris Erickson, Dave Laehn

Kilzer moved to approve the Annual Membership Meeting Minutes & Monthly Board meeting minutes for December 15th as posted. Dave Laehn seconded the motion. (Neil Beemer asked why the Membership Meeting Minutes were part of the Board minutes. Moorhead indicated that a record needed to be kept and that the Board would be the correct place for this.) Interested members in attendance voted to approve the minutes of the Annual Membership meeting. All voted Yes, motion carried.

Kilzer moved to approve the December Financial report. Laehn seconded the motion. Discussion: Tom Kilzer mentioned that after the year end meeting and with the finance team, we paid \$1300.00 in taxes. This was a good thing as we are making money and Dave Schroeder reported the first 2 months of this year are higher than budgeted, mostly because of increased golf revenue. Dave provided information about the total cash balance of \$806,024 is \$215,237 higher than the prior year. A portion of this increase (\$84,162) is a result of the PPP loan/grant that is listed as a current liability. This amount may potentially be recorded as income IF the loan is forgiven, which we anticipate it to be. Ann Schmidt noted that we currently have \$119,033 in our reserve fund and \$111,037 in the contingency fund. This year we will not be putting additional money into the contingency fund as we did last year. Each month we will be putting \$1,000 in the reserve fund, as we took a conservative approach this year. We just don't know at this point what is going to happen. All voted, Yes. Motion carried.

Ericka Rahn, representing Birdies, reported that everything is going OK. They did take a hit when they had to be closed for a week due to employees testing positive for Covid. They have a couple new people in the kitchen and added outside tables under tents with heaters which will hold 16 people with social distancing requirements. They are hoping to help with the overflow of seating. Please come and try it out. Ann Schmidt noted a compliment from the last Friday FOSA Covid Meeting. FOSA President, Jerry Favero spoke very highly of the handling done by Birdies and mentioned that they are really good and caring community partners.

Head Golf Professional, Ryan DeBois, reported that the Pro Shop revenue is building up well ahead of last year. They have done over \$7000 each of the past two weekends. Ryan indicated that they are still getting lots of compliments on the great condition of our golf course. The driving range has been busy causing us to need more practice balls. So, 900 more

practice balls are on order as they are having to pick up and wash driving range balls three times a week. Tom Kilzer inquired on the reason the play is up? Ryan says that the summer players have continued to play at our course. Reasons may include that our rates are competitive with courses around us, also the pace of play, (they can play the course in 3.5 hours verses for example Toka Sticks took 5 hours when Ryan played recently), and our course is in excellent condition. Nancy Nacu inquired about our rates, and Ryan reported that they are currently at \$45 for 18 and \$33 for 9 holes. We are not getting a lot of complaints about the rates so in February we will be looking at increasing them to up to \$49. Dave Schroeder inquired about what percent of bookings are on-line? Ryan explained that approximately 30% on a weekend day. Some on-line bookings are paid directly through us and are paid daily, and some tee-times are traded out to golf now (ex. "Hot Deal," one tee time, they can charge whatever they want) Ryan has it set for unpopular times at our course. Ann Schmidt commented on the win/win situation. Ideal Golfer customers pay online, then in return the company sends us the payment. In that respect it is like other 3rd party vendors. Dave Schroeder inquired about when the revenue is recorded, when it's booked or when we receive payment.)

Dave Laehn reported that the golf course is doing great. There is concern that the course restroom doors don't always close completely. He asked that everyone pick up rocks if you see them holding doors open. The restrooms are staying a lot cleaner with the new locks.

Pickleball Courts & Batting Cages are scheduled to go where the Horseshoe Pits currently are located. Construction is planned to begin April 1st and it will take 3 to 4 months to complete. During the construction, the golf course path will be blocked coming off of 18. Dave talked to the committee to assure detour signs will be provided to help with the direction of golf course traffic. Nancy Moorhead inquired about Jerry Berg's previous comments suggesting use of the RV storage area for amenities. But, the FOSA long-range plan has nothing mentioned.

Dave thanked the 18-hole men's league for the purchase of 4 ball mark repair tools and for assisting with the greens repair. Arnie Novotny mentioned that one of the tools has been left in the pro shop for easy access. Tee boxes are starting to need attention. Many are getting pretty chewed up. Aviud, head of maintenance, is getting a heavier seed to use where it's needed.

General Discussion took place regarding the hole flags and current COVID-19 precautions. There were questions and comments about the noodle verses the cups that are currently being used. Also, concerns about the plastic ball retriever that is being clipped up because it will compromise the efficiency of the unit so that it no longer works. Nancy Nacu said that it is making the greens and the cup fair for all. Neil Beemer referred to a ruling that was set in November that we are not to touch the flag or pole. Chris Erickson and Ryan DeBois will work with the league presidents but Ryan expressed that it would be impossible to control outside players.

Concerns were reported regarding people walking and running their dogs on the course, especially in the evening. Updating/replacing the “No Trespassing” signs was brought up and will be part of next projects if we know for sure who is violating the rule, we can cite them.

Old Business:

Project List

Ann Schmidt thanked Nancy Moorhead on her wonderful informational email & mentioned that she had received a lot of positive feedback on it. Schmidt proposed that many would like to continue this type of update on an annual basis.

Nancy Moorhead mentioned that the only feedback she received on the project list was on the Bag Holder which was dated in the wrong year, this will be corrected. The Memorial fund will provide the check to cover the cost.

Three priority items were discussed. The telephone system needs to be updated/replaced. A quote is coming. The other priority involves Roofing and Birds. Dave Schroader mentioned that \$15,000. was spent on the FOSA roofing net. Now birds have relocated to another area, which includes the FOSSC/Birdies'. Dave Schroader mentioned 2006 roof repair was approximately \$15,000. The last replacement was 15 years ago. Opinions were expressed regarding roofing quick-fix plans versus a full roof replacement. Warranties don't hold when pigeons are a major part of the problem. We are having the same issue with the maintenance shed. This topic was tabled so Chris Erickson and Dave Laehn will continue gathering information. Stucco repair is the third priority. Chris is still getting bids from Gomez.

Phase 2 of the first hole netting is being investigated by Chris Erickson. Front Entrance long range planning will get together with more discussion to come. Tom Kilzer mentioned replacement of many trees that we've lost. Ann Schmidt will contact Tony Pioreschi and Nancy Nacu to gather more information on this and put it with the beautification project.

New Business

Ann Schmidt moved to accept the date of Feb.21, 2021 for the Love of Golf and the funds to be used for beautification of the golf course. Chris Erickson 2nd.

Discussion regarding Fore the Love of Golf: Tom Kilzer said that due to the situation this year with COVID, the funds collected may be less than previous years. Ann thanked Arnie Navotny for stepping up to help out with the tournament planning. The goal is to help out the Country Club as much as possible. Because the expenses will be less this year, hopefully the profits will be sufficient. Ryan pointed out that we are already almost fully booked for play. Nancy Nacu brought up that past procedures required the sponsors of Fore The Love of Golf to commit the funds to a project, prior to approval of the event. Ann Schmidt and Nancy Moorhead mentioned and shared some examples that handling many aspects of The Love of Golf will be different this year due to COVID-19.

Director Reports & Committee

Ann Schmidt: Handicap Signs for golf cart parking are working. The March Annual Financial meeting date & time will be announced at the next regular board meeting to be held on Feb. 16, 2021 at 9:00 AM on the FOSCC Back Patio.

Directors Reported on the members for their assigned standing committees.

1. Ann Schmidt: Business Advisory: Tom Teske, Sue Ferguson, Paul Lucas
2. Ann Schmidt: Long Range Planning: Arnie Novotny, Dave France, Tony Prioreshi
3. Ann Schmidt: Election: Mindy Beemer
4. Nancy Moorhead: Policy & Procedures: Nancy Nacu, Linda Pohl, Steve Campbell, Bob Bemus. (includes Bylaws re-write)
5. Nancy Moorhead: Membership. Nancy indicated that she just learned of this committee. She will start with contacting last year's members and then work from there.
6. Tom Kilzer: Finance: Dave Schroeder, Craig Yopp
7. Dave Laehn: Grievance: Nancy Nacu, Tony Prioreshi, Melvin Laehn

Chris Erickson: Mentioned he had the gutters looked at and touched up.

Dave Laehn Reported: The pickup truck should be on the expense projection or should be on the project list. Bunker Sand Pro gave an estimate of \$8000 to \$9000. He is working on the Ruff Mower and will get more information on the needs. Ann wants to be sure we don't lose focus on it. Neil Beemer thought perhaps it may be in long term planning. Dave Schroeder mentioned \$ 28, 035 is left on the budget. The PPP loan funds are a possibility and we're looking at paying out right for equipment versus equipment loans.

Dave Schroeder had been contacted by the president of the PickleBall League about the date for next year's Fore The Love of Golf tournament. They wish to not have our event interfere with the date of their event. It was suggested that we set Feb.20,2022 for our event Fore The Love of Golf. Arnie Novotny mentioned good success with Bud Busters' tournaments. He also expressed a concern for variations on the members' address list. Ann, Nancy Moorhead and Nancy Nacu will help get the lists updated.

Nancy Moorhead moved to adjourn @10:25 Dave Laehn 2nd AIF.

The next regular BOD meeting will be onFebruary16th, 2020 at 9:00 AM on the FOSCC patio.

Respectfully submitted,

Dr. Nancy S. Moorhead