

Minutes  
Fountain of the Sun Country Club  
Board of Directors' Meeting  
April 20th 2021

The Board of Directors of the FOS Country Club met on April 20th, 2021, on the back Patio of the FOSCC Country Club. CC Members present were Neil & Mindy Beemer, Nancy Nacu, Arnie Novotny, Lois Brass, Jerry Berg and Ryan DeBois.

Managing Director Ann Schmidt called the meeting to order at 8:59 AM.

Nancy Moorhead took roll call: Directors present were Ann Schmidt, Nancy Moorhead, Tom Kilzer, Chris Erickson, Dave Laehn. All were in favor.

Tom Kilzer moved to approve the Monthly Board Meeting Minutes for 3-16-21. Nancy Moorhead 2<sup>nd</sup>, AIF.

Nancy Moorhead motioned to approve the March Financials and Tom Kilzer 2<sup>nd</sup>, AIF.

Discussion: Tom Kilzer said that the financials were pretty straightforward. Kilzer reported that Dave Schroeder's comments were fairly optimistic but he is a little worried about labor cost and the fact that in the summertime the income goes down; however, the expenses do not.

**Head Golf Professional Ryan DeBois** stated that right now we are staying pretty busy. We are about \$9000 ahead of where we were at this point in April last year, that's great! He has received a call from the high school team that played here last year. They also have a JR high team and their Regional Tournament is going to be at FOSCC on Tuesday, May 4, beginning with tee times at 1:00. It shouldn't affect anything that's going on here. This will be good for us to have 6 or 7 schools, each school has 5 or 6 kids playing.

Dana's last day is May 1<sup>st</sup>. She is going back up to Heber for the summer. Don's last day will also be the first of May. He won't be working during the summer. Our summer hours are typically 6 am- 2 pm starting May 1<sup>st</sup>. We're going to do that and see how much play we have late in the day. If we continue to have a fair amount of play later in the day, we might extend it to 4:00.

Ryan had a call from the golf committee chair at Valle Del Oro. They have a couple leagues that are interested in coming here. One is a men's league that plays on Friday with about 50 players that used to play at the Links. The Links is supposedly closing next year, so he's trying to find them a spot that works. They also have a 9-hole league that's 60 to 70 players who want to play here on Tuesday. Our Tuesdays are crazy busy, so he's trying to figure out how to accommodate that. Ann Schmidt inquired about what they were paying over there. The 18-hole Ladies League was paying \$48/\$49 in January at the Links. This is significantly cheaper than our rates. But the Links is a completely different quality course. The 9-hole league is at Sunland Springs now. They are paying \$35/\$36. Ann inquired if we would bring them in at the same price. Ryan doesn't know he can fit these all in. He is trying to work it out.

Ann Schmidt said that we are skipping Birdies report for now and they will come out when they can

**Dave Laehn:** There have been no real changes. Things are going good. Just got the roofers down there, they are working on the maintenance building roof. Ann inquired about the equipment on Dave's list of the top 5 equipment items that are or will be needed. She wanted to know if there is any chance of contacting the courses going out of business to identify any equipment they may be selling. Dave says it depends on what

they have, as it may be in the same condition as ours. It's worth a call to The Links and Apache Sun golf courses..

### **Old Business:**

Ann Schmidt stated that we are not going to go through all of the items on the action list. The 19<sup>th</sup> hole has been generous with helping on the first tee box. Dave Schroeder was working on a plan, but he has headed back to Iowa.

Ann Schmidt feels air conditioners are a priority for the Club House. Parker & Sons recommends that work is needed on 2 units. For \$678, they will replace a part on the one above Birdies and give it a good cleaning. The other unit is being repositioned.

### **NEW BUSINESS**

Tom Kilzer reported that Linda Koerselman has recently accepted our invitation to be on the Finance Committee. She was a CPA in Minneapolis, Minnesota. She will be a great addition to our team.

Ann Schmidt motioned to accept 3-20-2022 as the date for the Jack Rabbit Tournament. Nancy Moorhead seconded the motion. AIF.

There was a discussion about the summer Board of Directors' meetings. In past years, some meetings have been held and some years the meetings were suspended. When will Board members be gone? Ann Schmidt will be in Minnesota and can attend by phone. Tom Kilzer will be gone for a bit of May and July, plus a big Florida trip in October. Dave Laehn will be gone in July. Nancy Moorhead will be gone June and July. Chris Erickson will be at FOS. Several options were discussed. Nancy Moorhead suggested we suspend June and July meetings. Everyone was in favor. May and August BOD meetings will be held in the CC Board Room. If we have business that needs to be done in June/July, we will call a special meeting /motions thru phone calls and emails.

Chris Erickson made a motion to adjust the 2-year contract league amounts. The first year (2021-2022) will remain at the current rate. At the beginning of the second year, rates will increase \$2 for 9-hole contract leagues and \$5 for 18-hole contract leagues. Nancy Moorhead seconded the motion. AIF.

Neil Beemer inquired how many months and what months are the contract leagues signed for? Ryan replied November thru April. Ryan explained that they pay the contract rate to us thru April, and once that contract is over, which is May 1st, they pay the public rate and make regular tee times.

**PPP Loan:** The PPP loan was forgiven which amounted to \$84,162. The Finance Committee strongly recommended that ½ of that go into the Reserve Fund and the other half could possibly be used for expenses this year. One of the primary things they want to consider is the big mower that is needed. If we were to finance that, the interest would cost us \$3500 over three years. If we purchase it out right, the cost estimate is around \$40,000. If we put \$40,000 in Reserve we would have \$150,000, which was our goal from 3 years ago. The remainder could go to the Contingency Fund. Nancy Nacu mentioned that if a purchase were \$40,000 or more, we would have to have a vote of the membership. This amount must include any licenses & taxes and we may split it into two or more payments. But if the aggregate of all payments is more than \$40,000 then there must be a membership vote. There was an inquiry about whether there was a time frame to use that money. There is not. Dave Laehn said that we are not looking to buy a brand new mower. Dave and Mark will begin shopping for a new (to us) mower. A decision about the PPP money will be tabled until May.

**Credit Card Processing Fees:** FYI, we have received notice that our card processing fees have gone up. Suzanne, Debbie, and Tom are looking into other credit card processing companies. One thing to be addressed is that the \$25 fee we currently charge for membership payments on a credit card will substantially go up. When our dues notices are sent out for 2021-2022, there will probably be at least a \$50 to \$75 fee increase if paying by credit card.

**Director Reports:**

Ann Schmidt: Board Members all received a copy of our proposed budget for next year. Each member needs to examine the area(s) they have responsibility for. Focus on needs and where we may be able to reduce/cut spending.

Nancy Moorhead: The Committee reviewing the Corporation By-Laws has been meeting every other week and is getting ready to present it to the Board.

Tom Kilzer: Thank you to Dave Schroeder for all the work he has put into the budget. He also works on the FOSA Finance Committee, as does Craig Yopp.

Chris Erickson: They are working on the roof. They were going to mesh it and just repair it, but it was so bad they are now going to replace the whole thing for the same price they quoted us. This will eliminate the puddling of water that causes issues.

Move to adjourn, Nancy Moorhead, Tom Kilzer 2nd AIF. The meeting was adjourned at 9:45 AM.

The next regular BOD meeting will be on May18th, 2021 at 9:00 AM in the CC Board Room.

Respectfully submitted,

Dr. Nancy S. Moorhead