

Fountain Of the Sun Country Club

Board of Directors' Meeting

Sept.21st,2021

The Board of Directors of the FOS Country Club met on Sept. 21st,2021,in the Board Room of the FOSCC. CC members present were Mindy & Neil Beemer, Nancy Nacu, Jerry Berg, Craig Yopp, Lois Brass, Ryan Debois, & Dave Schroeder by phone.

Nancy Moorhead called the meeting to order at 9:04 AM.

Nancy Moorhead noted, per Ryan, concerns about our Website. Currently we're not able to post our financials, the calendar has events that are not ours and other areas are posting in other languages. These issues are being addressed and should be corrected in a few days. This does not affect charge cards or tee-time scheduling.

Nancy Moorhead Took Roll Call: Ann Schmidt on speaker, Nancy Moorhead , Tom Kilzer ,Chris Erickson , Dave Laehn All Here

Nancy Moorhead asked for a motion to approve the May Minutes and any questions or comments on such minutes. Tom Kilzer motioned to Approve May Minutes as written. Chris Erickson 2nd AIF

Nancy Moorhead noted that we have to approve Financials from May, June, July & Aug of 2021. Tom Kilzer said they have been out and posted for some time. Tom made a motion to approve May ,June, July, and August Financials as written Nancy Moorhead 2nd AIF

Discussion : Neil Beemer inquired about utility bills such as gas and wonders if we are getting reimbursement from Restaurant. Ann Schmidt replied yes, it is covered in their contract. Neil Beemer also inquired about Restaurant Trash, Restaurant is responsible for their own trash.

Ryan Debois, We have had a pretty good summer so far. We are ahead of last summer which was the best summer we have had. Just this past weekend we did \$3500 in two days, which is crazy on \$28.00 green fees. The only month we were behind was August due to rain days. We had a big merchandise sale for those of you that were here, so we got rid of a bunch of merchandise on Labor Day Weekend. There is a lot of new merchandise coming in October and they will be putting that out during reseeding. The last couple of weeks have signed three new outside contract leagues that will be playing here. That's going to help the bottom line next year by \$50-\$60K. Ryan held up a tentative schedule, it's going to be busy so he encourages members to use the 10 day advance tee-time benefit. The members won't be able to walk in and expect to play as they do right now. Mindy Beemer inquired if Ryan was going to send the schedule out. Ryan replied that yes it would come out prior to the beginning of the year, before the new season starts. Nancy Moorhead verified that the new leagues will start at the same time as our leagues. Ryan responded that one good thing about this year is that we will start on Nov.1st which is a Monday. Ryan spoke to Aviud this morning and they will be keeping the range open until Tuesday Oct.5th, so if members want to use the range from the 27th when we close until that Tuesday they can. The additional cart fleet of the 10 extra carts we rent for the season should be here by the middle of November even though we could use them right now. We had all 30 carts out on Sat, Sun and all but about 4 today (Tuesday). If you have noticed my High School Team on the course, the boys are ranked

20th in the state, pretty good as they are only in the 2nd year. They have 3 matches and a Tournament in Flagstaff left. The girls' team won their first match ever so that was pretty good.

Mindy Beemer noted that currently the Calendar they get every month is a problem because she can't see the times of the league shotguns. Mindy pointed out that before covid, for years it always indicated all of the leagues and their shotgun or tee-times. Nancy Moorhead said it now should say Beer League shotgun at X time etc. . Ryan replied that yes we can go back to that at the start of the new season in November. Mindy inquired if the new outside play leagues are from inside or outside the park? Ryan replied that one is from Valo De Oro, one from Shade Tree, which is a league that used to play Augusta Ranch, One is Park ladies. Mindy stated that it's great we don't have the competition for membership. The Valo De Oro league is kind of weird, because they have a massive number of golfers and they have a golf director who manages their golf leagues. So, we got one of them with 60 to 70 players, couples 9 hole for Tuesday opposite of Linksters and double teeing them. They have other smaller leagues spread out at other golf courses, which could be really good for us down the road. The two leagues we lost last year were Carriage Manor and Silveridge, which were Canadian based. It sounds like they will be coming back but no contract has yet been signed. Mindy Beemer said it's just kind of nice to know if there is an actual league out there so they know not to interfere. Ryan said that we will play around with the calendar and see what we can do. Nancy Nacu inquired on which leagues are doing shotgun starts? Ryan replied that Mondays the Beer League is at 8:00 am as always, 9 Hole Ladies and Phase Three will have shotgun starts at 11:30, and Carriage Manor will be at 1:30. The only other day we are going to do shotguns is Fridays, the couples and an open play Shotgun at 7:30. Nancy Moorhead clarified that Tuesday, Wednesday, and Thursday we will keep tee-times blocked for our leagues. Ryan said that the 18 hole ladies time will be blocked at 9:00am as it was last year. Mindy Beemer said that that's the kind of stuff she would like to see put back on the calendar.

Neil Beemer: Ryan mentioned we have 10 more carts coming, has the insurance on our carts changed at all? Do we still have to pay insurance for the carts, do we have liability insurance? He noticed the high school golfers riding on the back and sides of carts. Is that ok now? Ryan said no, but they sign a liability form prior to playing. This relieves us of liability including covid. Neil Beemer said that falling off a golf cart is not a part of golf. Ryan said that he can bring a copy of the form if necessary. Nancy Moorhead pointed out that by signing the liability form, the parents accept the liability. Ryan said that they can't sue us.

Justin Rahn, Birdies: It's getting busier and busier and more and more fun. The only thing he really has is that they are going to open at noon and close at 7 pm during overseeding. Nancy Moorhead said that the one comment she has for the restaurant and pro shop is the outside area. The weather is cooling off and people are going to start sitting outside again. The patio needs to be cleaned up, she assumes that's in the plan (Ash Tray & Tables). Justin said that we haven't been sitting out there as the spiders are terrible. This has been addressed.

Dave Laehn: Regarding the overseeding, The Driving range will be open until the 5th, but then we will need to do a clean pick. They are going to start the project on the 27th on the front 9 basically scalping fairways and Tee boxes and maybe get to the greens. There is going to be a lot of equipment out on the fairways, vacs, mowers verticut tractors, blowers, weed eaters. The 28th the entire course will close. Randy Dayhoff & Arnie Arneson will be helping drop seed, Tony Pioreschi will be helping Beto, all help is greatly appreciated. (If you would like to help please contact Dave Laehn or Aviud, we still need volunteers to work on the 5th and around the 13th And 14th. It takes 3 or 4 days to get the edging done,

clean up all the ball washers, sand boxes painted to get everything ready to re-open on the 18th of October. We will be attempting to rid piles of cuttings & debris off the range in a timely manner. Tom Kilzer asked if the seed will be in on time? Dave Laehn said it's to be here on the 24th. Ann Schmidt asked when we are getting our new mower? Dave Laehn said that next month, sometime in October. Tom Kilzer said that Dave submitted a list of other needed equipment plus approximate cost and that we will try to get these as money is available.

Old Business

Action List: Nancy Moorhead said that there have been a lot of projects initiated and completed this year. The front entrance, which was budgeted for 2023. The opening by the patio sink is being researched, there are some things that are just on hold, the stucco items are getting quotes. Chris said that the patio portion is done, the garbage pickup area will be done during overseeding (painted). The netting for birds is done, but now we have another bird problem, they have moved to above the pro shop entrance. We are going to rent a lift and clean the area, put some bird be-gone on the area and hopefully that will take care of the problem. Possible new projects for 2021-2022 will need to be corrected and updated on the chart. Neil Beemer said that actually the tee box was in 2020 not 2021. The maintenance shed roof is done, the telephone system is in progress. Ryan said that we have phones but no intercom at this time. We are still awaiting a different switch, the pro shop camera's will become a separate project. Tom Kilzer said that the wood on the back of the maintenance shop also needs to be painted. The driving range wall replacement is still ongoing. Chris is meeting with them Thursday at 1:00. Ann Schmidt suggested that Chris contact Tony Pioreschi about the wall. Chris said that they are working together on this project.

Summer motions

Nancy Moorhead explained with some of us gone and no summer board meetings, there were some things that arose and were passed. We need to have the following put into the minutes.

June 17th Chris Erickson made a motion to approve an FOSA golf event for Sunday Dec.12th, FOSA will pay FOSCC \$5000.00 to cover lost revenue from outside play. Dave Laehn 2nd AIF

August 16th Tom Kilzer made a motion to have cattails removed by a pond maintenance company for approximately \$2400.00 Chris Erickson 2nd AIF

August 26th Tom Kilzer made a motion to revise the pay scale for grounds' crew as proposed by Dave Laehn. Dave Laehn 2nd AIF

We need a motion on the mower that Dave will be purchasing because one is not in the last minutes, so we just need to approve it. Nancy Moorhead verified with Dave that it will be under \$35,000. There was a lengthy discussion in a previous meeting. This will be a purchase not a lease.

Ann Schmidt makes the motion to approve that mower at \$35,000 Dave Laehn 2nd AIF

Ryan said that back to the golf tournament motion, he has sent an email to FOSA. Nothing will transpire until Ryan has received payment.

New Business

We need to update the signing authority at Chase Bank and First Internet Bank

Tom Kilzer stated that essentially when Chris and Tom went over to sign up Chris as a signer at Chase Bank they found that John Beck was still on the account. We were told that we needed an official minutes record that states that John Beck needs to be removed. Also, Dave Laehn is about to complete his board term and upon completion we would like to remove him from Chase Bank along with his authority at First Internet Bank. Since we are losing people, I would like to add Nancy Moorhead as a signing authority at Chase Bank and Dave Schroeder as an authority at our First Internet Bank.

Nancy Moorhead moves that we remove John Beck's authority at Chase, That we remove Dave Laehn's Authority at First Internet Bank upon completion of his term. That we add Nancy Moorhead authority at Chase and Dave Schroeder at First Internet Bank. Chris Erickson 2nd

Nancy Nacu asked if we can include Dave Schroeder since he is not an officer or even a board member. In the bylaws it states that the President, Vice President, Secretary, and Treasurer are the only ones with authority to be included as a signer on the bank accounts.

Nancy Moorhead amended her motion to say that we are going to remove John Beck and Dave Laehn and add Nancy Moorhead to Chase Bank And Nancy Moorhead to have authority at First Internet Bank. Chris Erickson 2nd AIF

Budget: Nancy Moorhead stated that the finance committee has worked long and hard on the proposed budget for 2021-2022. Tom Kilzer will mention a few things in regards to this new budget. Dave Schroeder did the vast majority of this work and the committee created a budget using 2.1 % increases on dues. It still retains about \$6,000 surplus and still commits money to both our reserve and contingency funds in the amount of \$12,000 a year each. Dave Schroeder added that there is a very significant increase to the golf course and we know why those amounts are there. There is the tree repair and seeding, with large price increases. Ryan came in with some very welcoming and dramatic increases in golf play . We did not recognize everything that Ryan said simply because we are trying to be a little conservative. Dave also said he still has a concern in his mind that we don't have a definite answer to the question of Canadians and their ability to return. The border is still not open and the governments have moved the date of possibly opening the border to October 21st . The wage increase is 2% across the board after the golf course wage increase that was previously motioned. There is a proposed dues increase, (no dues increase last year). Whether the increase is enough, we will let the board decide. We currently have about a \$6000.quote surplus, that doesn't mean it's a profit, it's a cash flow surplus. It probably will not be a profit depending on what our depreciation is. We have room for \$40,000 capital improvements in this next fiscal budget, whether that will be enough you'll have to decide. My personal thought is we will end this year without using all of our contingency fund, so it can be rolled into the reserve fund or capital expenditures. There was discussion on when the 2021-2022 budget will need to be approved. There is no specific date in the bylaws, Nancy Nacu stated that past practice has been prior to November 1st

Nancy Moorhead stated that at this point it is just being presented to us. We will study it and address the approval at the October meeting.

2021-2022 Dues we do have a proposal to increase dues 2% for 2021-2022 it would bring the full couples to \$3625. Single to \$2425. PTP will be \$1225, 9 hole, \$28.00, and 18 hole \$35.00

There was discussion about whether the Canada borders will be open or not and if we will extend the price to hold memberships open if they can't return. Tabled this decision until the October meeting.

Nancy Moorhead asked if there is a motion to approve the 2.1% increase in dues for full equity and pay to play certificate members . Ann Schmidt so moved . Nancy Moorhead 2nd AIF

Tabled: General Discussion about Country Club policy concerning health and membership dues being suspended.

General Discussion about dues and golf tee times availability: Ryan stressed that we will be busy this year and members should take advantage of their 10 day advance reservation benefit.

Bylaws revision: Nancy Moorhead noted that her committee put in a lot of time and effort in rewriting the bylaws this past year. She indicated that members will need to refer to the current bylaws to compare with the proposed document. She asked for a motion to approve sending out the re-written bylaws to the membership. Dave Laehn makes the motion Tom Kilzer 2nd AIF

Mindy Beemer states that in the bylaws the board has a nominating committee and that there is also an election committee. However, the process has not been handled in that manner. Mindy will write up what she feels is best and let Nancy Moorhead know prior to sending out the proposed bylaws. The Election Meeting will take place on December 14 th as per current bylaws. There followed a lengthy discussion on Board Terms and election procedures.

Nancy Moorhead read the current bylaw rules concerning the three year board terms.

The nominating committee has potentially 4 candidates to fill the 3 open positions. Tom Kilzer and Tom Teske have agreed to run. There are perhaps two more candidates. Mindy will have the completed slate to the Board of Directors.

Nancy Moorhead asked each Director if they had anything else regarding New Business. There was no further discussion.

Directors Reports;

Managing Director-Ann Schmidt- none

Administration Director-Nancy Moorhead-none

Finance Director-Tom Kilzer-none

Marketing and Public relations Director-Chris Erickson

Chris Erickson mentioned looking at our current range ball program, after discussion it was stated that this is a possible opportunity to increase revenue, and we should continue looking at ideas .

Personnel and Member Relations Director -Dave laehn-none

Nancy Nacu asked to add one last thing. On Facebook she noticed that residents feel that they can go on our course at any time. Nancy Moorhead will write up a notice regarding "No Trespassing" on the golf course. This will be submitted to FOSA for inclusion in the Friday email blast as well as to the Sun Times.

Nancy Moorhead asked if is there any other business to discuss in open session

Nancy Moorhead: Is there a motion to adjourn? Chris Erickson motioned to adjourn. Dave Laehn 2nd Alf

The Board moved to Executive Session for the purpose of personnel discussion.

Respectfully submitted,

Dr. Nancy S. Moorhead, Administration Director