

BOARD OF DIRECTORS MEETING
MONARCH AT ROYAL HIGHLANDS, INC.
JAN 26, 2018

A meeting of the Board of Directors of the Monarch at Royal Highlands, Inc. was held at 8:00 am in the Great Hall Meeting Room. Those present: Dick Sjogren, Mike Russomano, Vince Laverghetta, Ray Smith, Ann Carter, Dick Therrien, Linda Gietz and Terry Neikirk. Bob Keating was absent. Also in attendance were Linda Eaton F/B, Sam Floyd Par for the Course Management and Craig Misch golf professional.

President – Terry Neikirk.

The Minutes for the January 12, 2018, meeting were approved.

Treasurer’s Report – Linda Gietz

The Monarch at Royal Highlands, Inc.				
Treasurer's Report				
				01/26/18
<u>Account</u>	<u>Account Type</u>	<u>Bank</u>	<u>APY</u>	<u>Balance</u>
Cash - Operating	Checking	BB&T		109,436.40
Petty Cash	Currency	Office Safe	0.00%	1,400.00
Capital Reserve				37,656.10 *
Capital Reserve	Checking	BB&T		100.00
Ford Interest Advantage	Note/Checking	Ford Interest Advantage	1.15%	52,862.76
Non Operating Investment Account	Bonds	Raymond James	3.11%	30,020.60
Non Operating Investment Account	Cash	Raymond James	0.03%	12,437.27
Cash Balance as of 01/26/18				243,913.13
Change from 12/08/17 Report				60,995.45
* The Capital Reserve account has been deducted from the checking account to reflect the correct total.				
BB&T Loan			4.80%	1,082,757.65
Cash Balance 01/26/18				243,913.13
Cash Balance 01/27/18				191,989.33
Difference				51,923.80

Manager’s Report - Sam Floyd

Final December financial numbers show that the business is in good shape, and net income for the year is only \$191 below budget.

Sam stated that the projected January financial numbers are way down due to the unseasonably cold weather that we endured. We are down \$24,000 in revenue for January. Included in that figure is the \$7,000 we are down in F/B. Golf drives F/B income.

The Bush Hog mower is still down, however fortunately we really do not need it until the growing season arrives. One of the Sand Pro machines is down, they feel they can get by with one until it is repaired.

The air conditioner in the kitchen has died. It is the original that was installed in 1998. Sam gave numbers of approximately \$6,000 to repair and \$11,000 for a new one. Sam is going to some research and get back to us as to what he feels should be done.

The new beer cooler has been delivered and installed. The cost was \$2,100 and it is a new unit.

Sam said he had no problem with the seasonal member range proposal which was discussed at the last meeting.

Dick Sjogren made a motion seconded by Vince Laverghetta, it reads "Seasonal Equity Members will be allowed to purchase a six month range membership for \$90.00 plus tax for a single and \$120 plus tax for a couple. This will be billed monthly for the six months they are playing members." The motion was approved.

Secretary – Dick Sjogren

Dick read an email from a member who felt that whenever a shotgun start was happening, other than a regular day, due to a large outside group, that an email should be sent to all members letting them know. It is the opinion of the board this would put an unnecessary burden on the pro-shop since the information is already on the monthly calendar posted on the wall by the restrooms. Dick said he would relay that information to the member.

During the discussion Vince explained that he was working to try and make outside groups feel as welcome as possible, since they are vital to our success, and not make them feel as if they are an imposition. He is looking at methods such as welcome signs to make them feel wanted. Another method mentioned was announcing the group before the horn and thanking them for coming.

Vice President – Dick Therrien

Dick Therrien is volunteering to take on the review of our By-Laws.

Membership – Mike Russomano

Resignations: William Marvil (Wife Marie remains as Single Charter Equity)
Michael Carrao dropped his social Program

On Medical Leave: Ed Auger
Pat Chausse
Harry Taylor
Adam & Sandy Talarek
John Aviles
Len Vieira
Nancy Beighley
Philip Keetle
Sally Tubbs
Harry Wagner
Rich Page
Russ Van Ness eff – 1/15/18
Mary Neikirk eff – 2/1/18

Off Medical: Ann Carter eff – 2/1/18

Changes: Herb Van Benthuysen - Limited Equity Single 80 to Charter Bronze Single.
Bill & Connie Ortals – Family General to Family Equity.

New Members: Robert, Sharon and Craig Melendes - Renters

Marketing – Vince Laverghetta

Vince met with Sam and Craig about what has been done in the past regarding Marketing. We need to attack the problem of a reducing membership. We need to stem the tide by changing our methods of introducing residents to our Golf Course and Restaurant and making them aware of our membership benefits, and different programs.

Vince feels that we need to survey other clubs about their costs and benefits, and is going to take on that project.

Golf – Ray Smith

The sign up for the Member-Member tournament has been great.

Feb 24th will be the next night golf event. It is for members only.

Buildings and Grounds – Bob Keating

Bob was absent, however he had prepared a report for the Board which was read by Dick Sjogren. He wants Sam to check on pricing for the turf reinforcement mesh called TurfProtecta for entrances and exits on some of the cart paths. Together with Terry Stephenson and Sam he will identify which paths we will target. Once identified, these areas will be prepped however the actual installation cannot be done until the start of the growing season.

Bob would like to get together with Linda Gietz to contact Green Isle Gardens in Groveland. Hopefully we can get the gentleman that made the presentation to the garden club to come out and give us ideas and recommendations as to how we can improve the ravine on #16. If he can provide us with a feasible plan, Bob would form a committee and determine how to proceed.

Bob feels that an E-Blast should be sent out explaining that the course closings on Feb. 12th and 14th, at noon, to do the Pre-Emergent applications are to help take care of the goose grass. We should let them know we are covering a wider area on the holes to combat weeds both in the fairways and rough. It was pointed out that this closure information is on the golf calendar however people need to know how hard we are working to eradicate this weed.

Bob also pointed out that we had 2 days of heavy frost that should have helped kill the existing goose grass. The pre-emergent will provide a means to help keep it from spreading.

Communication – Ann Carter

The numbers for the dinners from 1/11 thru 1/23 are as follows:

1/11 – Thursday Dinner Special (Sesame & Broccoli -10) -25- \$434, Bar \$378 = \$812
1/12 - Friday Dinner Special (Shrimp & Lobster Scampi - 28) -93- \$1,418, Bar \$313 = \$1,731
1/16 – Tuesday’s dinner special (Potato Crusted Pollock -3) -16–\$246, Bar \$188 = \$434
1/18 – Thursday Dinner Special (Cat Fish & Flat Iron Steak-3) -13- \$313, Bar \$206 = \$519
1/19– Friday Dinner Special (Grilled Swordfish -12) -48- \$939, Bar \$325 = \$1,264
1/20-Top of the Hill Birthday Bash – 71 - \$1,013, bar \$360 = \$1,373
1/23- Tuesday (Taste of Italy)- 70 - \$1,233, Bar \$251 = \$1,484

For the period January 10 thru January 24, (12 business days) 54 pizzas were sold @ 4.5/day

Dinner Specials for the first half of February are:

Tuesday’s Dinners

February 6 Liver and Onions with bacon, mashed potato, gravy & vegetable \$12.99

February 13 chicken and Sausage jambalaya with rice, veg, garlic toast \$13.99

Thursday’s Dinners

February 1 Half Rack St. Louis BBQ Ribs and BBQ chicken, coleslaw and fries \$18.99

February 8 Meatloaf with mashed potatoes, and vegetable \$13.99

Friday’s Dinners

February 2 Blackened Rainbow Trout and Seared Sea Scallops with baked potato & veg \$16.99

February 9 Flat Iron Steak & Fried Fish Combo served with potato and vegetable \$18.99

Plus:

February 14 – Rob Nichols Dinner Show

February 15 – Member-Member Lunch

February 17 - Birthday Bash

February 28 – Taco Bingo

The Bingo nights will take place the last Wednesday of every month, with the exception of December which will not occur

President – Terry Neikirk

Terry asked for a volunteer to have their term be 2 years so that there will be three new board members elected each year. Ray Smith volunteered.

The meeting was adjourned at 10:30am.

The next board meeting will be Feb 9, 2018 at 8:00 am at the Great Hall.

Respectfully Submitted,
Dick Sjogren, Secretary