

BOARD OF DIRECTORS MEETING  
THE MONARCH AT ROYAL HIGHLANDS, INC.  
March 8, 2019

A meeting of the Board of Directors for The Monarch at Royal Highlands, Inc. was held at 8:00 a.m. in the Great Hall Meeting Room. Those present: Dick Sjogren, Vince Laverghetta, Bob Keating, Mike Russomano, Dave Kozlowski, Linda Gietz, Esther Patterson, Ann Carter and Steve Ryan. Craig Misch, Golf Pro, Sam Floyd, Par for the Course Management, Terry Stephenson, Course Superintendent and Linda Eaton, F/B, Crown & Shield were also in attendance.

**President – Dick Sjogren**

Dick Sjogren called the meeting to order.  
The Minutes of the February 22, 2019 meeting were approved.

**Superintendent's Report – Terry Stephenson**

Tractor transmission, brakes, rear end, hydraulics – bad. Will get a quote to determine cost of repair - if \$5,000-\$10,000, not worth it to repair.  
Finished putting out pre-emergent on greens.  
Sprayed second application of fairy ring control.  
Put out insecticide for crickets.  
Started coquina project – finished #1 and #3 so far.  
Will paint handicap markers at Clubhouse next week.  
Hole #16 Project: Talked to Dr Barry Troutman (turf and ornamental specialist) about location of Leyland Cyprus trees on #16. They need to be where overhead irrigation does not hit them; moved the location from top of the hill down a bit; need to be watered by hand for a while.  
Met with Cepra to get a quote for work on #16 (drain in the ditch and grass on top).  
Wesco repaired pump station tubes chewed up by animals. Sprayed repellent on new tubes.  
Bayer company sending us some free product for us letting them do testing on driving range and #10 rough.  
We are behind mowing/weed eating because we can't fill the vacancies we have.  
We will rent a machine from Global Turf to pick up the leaves on the course.

**Manager's Report – Sam Floyd**

Sam provided the preliminary financial statements from February. We took another hard hit in the Golf department with rain & cold mornings. February 2019 had 5 days of inclement weather compared to February 2018 that had 1 day. Our total sales were down to budget by \$6,915, F&B department beat budget by \$198 and the Golf department missed budget by \$7,115. Maintenance Department was under budget by \$4,788 mainly due to a credit we received from unused seed that Howard Fertilizer bought from us for \$2,012.67. This was due to Terry putting the word out that we had seed left over (33 bags) and he did not want it to sit there.

By controlling expenses and applying some credits that we were expecting, we were actually able to make up some lost ground in our Net Income. Our February total net income exceeded budget by \$3,313 which helped make up some of our shortfall to our year to date Net Income. We are currently \$6,805 behind our year to date budgeted Net Income. We are only behind budgeted Net Ordinary Income year to date by \$3,309 which is good considering the weather.

Pump monitor doesn't show where the problem is and cannot read the pressure levels. Sam will investigate other options.

### **Golf – Vince Laverghetta**

MWGA Beat the Pro Golf and Pizza party on March 7 was a great success. Eighteen teams have signed up to play Men's Match Play beginning March 11. Esther to provide Vince with the Women's Match Play schedule for posting on the Golf Calendar. Vince will talk to Amy about scheduling the date for next year's Member Guest Awards Banquet in the Great Hall.

Vince spoke to the GM of Sugar Mill Golf Club in New Smyrna Beach regarding their association with Golf Life Navigators. They feel the investment has paid for itself as they are getting about 2 memberships per year as a result of the link with GLN; and they are very pleased with their service levels. The Board is inclined to not get involved with this venture at this time.

Ann mentioned a website called "Group Golfer". It is a marketing strategy that provides a fast and easy method of putting a spotlight on your golf business, increasing awareness with the intent of guaranteeing new customers and generating revenue. It was determined that this was a type of "Groupon" deal, and one the Board is not interested in pursuing. Ann did mention to the Board the possibility of using Group Golfer later this year and was told to bring it up again during the summer.

### **Membership – Mike Russomano**

Resignation: Tony Hudi eff – 3/1/19

Off Medical: Jack West eff – 3/7/19  
Gay Whitlock eff – 3/1/19

Medical (15): Harry Taylor  
Karen Teegarden extended to 06/1/19  
Tom Campbell  
Phyllis Wagoner & Richard Taylor  
Frank Vignone  
Ron Ambrosio  
Mary Neikirk  
Tom Christie  
Marilyn LaFauci  
Harvey Small  
Bob Titton  
Jeff Kotlyn

Irene Rossiello  
 Joel Anderson eff – 3/4/19 – 7/1/19  
 Len Vieira eff – 3/1/19

Renters: Peter Upson eff – 3/1/19 – 4/30/19  
 Jean & Madeleine Laplante eff – 3/1/19 – 4/1/19

It was determined that when dual parties are issued a stock certificate, the names should read “or” rather than “and”. This will better manage stocks in the event that one of the owners has passed away.

**Treasurer’s Report – Linda Gietz**

The Monarch at Royal Highlands, Inc.				
Treasurer's Report				
<u>Account</u>	<u>Account Type</u>	<u>Bank</u>	<u>APY</u>	<b>3/08//2019</b> <u>Balance</u>
Cash - Operating	Checking	BB&T	0.00%	77,038.35
Petty Cash	Currency	Office Safe	0.00%	1,400.00
Capital Reserve	Checking	BB&T	0.75%	1,654.39
Ford Interest Advantage	Note/Checking	Ford Interest Advantage	2.65%	105,474.27
Non Operating Investment Account	Cash	Raymond James	0.25%	185.09
Non Operating Investment Account	Bonds	Raymond James	3.16%	19,906.90
Non Operating Investment Account	CD	Raymond James	2.51%	12,008.28
Cash Balance as of 03/08/19				217,667.28
Change from 02/22/19 Report				(1,962.32)
BB&T Loan			4.80%	999,836.03
BB&T Credit Card				1,890.83
Cash Balance 03/08/19				217,667.28
Cash Balance 03/09/18				239,520.54
Difference				(21,853.26)
<b>Total Reserves:</b>				
Capital Reserve				1,654.39
Year -To-Date Transfers to the Capital Reserve			3,000.00	
Ford Interest Advantage				105,474.27
Raymond James				32,100.27
<b>Total</b>				<b>139,228.93</b>

## **Buildings and Grounds – Bob Keating**

Bob asked Craig about the policy for issuing rain checks, and it is that you need to come into the Pro Shop on the day that you were rained out in order to receive one. The system is designed to not allow us to issue them after the fact due to accounting procedures.

Bob is looking for volunteers to help with spraying the beds for weeds, assigning a person to each bed. Vince and Dave offered to help.

## **Communication – Ann Carter**

### **Entertainment**

Ann will work with Linda and the individual that is hosting Trivia Night to get more information on his schedule of events, etc. to come up with a date for the event.

A discussion followed regarding reservations for special entertainment events. **Dick Sjogren made a motion seconded by Dave Kozlowski that for special entertainment events, Ann Carter will send an eblast mailing to members one week prior to the general eblast mailing to allow members to have first availability to reserved seating for special entertainment events. Motion was approved.**

The Dinner & Bar only numbers from February 21 thru March 6th are as follows:

2/21 – Thursday Dinner Special (Veal Parmesan-17) -55 - \$877, Bar \$482 = \$1,329  
2/22- Friday Dinner Special (Shrimp & Lobster Scampi-29) -75- \$1,40 Bar \$281 = \$1,761  
2/26 – Tuesday Dinner Special (Airline Chicken-12) -26- \$420, Bar \$205 = \$625  
2/27 – Taco Bingo – 81 \$935, Bar \$428 = \$1,363  
2/28 – Thursday Dinner Special (Chicken Fried Steak-11) -39- \$556, Bar \$361 = \$907  
3/1- Friday Dinner Special (Salmon-22) -68- \$1,157, Bar \$380 = \$1,537  
3/5 –Tuesday Dinner special (Liver & Onions-50) 80- \$1,006, Bar \$358 = \$1,374  
3/6 – Rob Nichols Show – 79 - \$1,341, Bar \$781 = \$2,122

For the period through February 21 thru February March 6 (13 business days) 44 pizzas were sold= 3.4 /day

### **Dinner Specials for the month of March are:**

Tuesday 's – Served with your choice of a cup of soup, or dinner salad

March 19 - Taste of Italy - \$15.99

March 26 – Apple cornbread stuffed chicken with starch & veg. \$13.99

Thursday's- Dinners – Served with choice of a cup of soup or dinner salad

March 21 – Meatloaf with mashed potato, veg, & gravy \$12.99

March 28- Fried chicken strips with mashed potato, veg, & gravy. \$13.99

Friday's – Dinners – Served with choice of a cup of soup or dinner salad

March 15 – Seared Sea Scallops with rice & veg. \$18.99

March 22 – Shrimp scampi served over pasta \$17.99

March 29 – Seared Hoki Fish w/lemon butter sauce served with potato & Veg \$15.99

**PLUS**

March 13 – Italian Bingo

March 16 – Birthday Bash

March 16 – Club Championship Luncheon

March 18 – Rolling Ridge Banquet

March 20 – MMGA Stroke Play Dinner

March 27 – Highland Lakes Banquet

**Liaison**

**Question:**

Notice there was a comment regarding hole # 6 regarding the balls going into the water. My concern is that entire border is falling down and looks really really bad- I think the border needs to be reset and straightened up.

**Answer:**

We will look into it and see if we can make the bricks look better.

Respectfully submitted,  
Esther Patterson, Secretary