

BOARD OF DIRECTORS MEETING
THE MONARCH AT ROYAL HIGHLANDS, INC.
March 12, 2021

A meeting of the Board of Directors for The Monarch at Royal Highlands, Inc. was held at 8:00 a.m. in Mtg Rm A at the Rec Center. Those present: Vince Laverghetta, Therese Buono, Bill Ortals, Esther Patterson, Steve Bryan, Steve Snover, Jim Oddo, Lisa Ritchey. Absent: Steve Ryan. Terry Stephenson, Course Superintendent, Craig Misch, General Manager, and Lisa Applewhite F/B Manager, Crown & Shield, were also in attendance.

Vince Laverghetta called the meeting to order. The Minutes of the February 26, 2021 meeting were approved.

Superintendent's Report – Terry Stephenson

- Put the Assistant job on the GCSAA website; no responses yet.
- Pete (Wesco Turf) said our new equipment should start coming week of March 22nd.
- Put out bulk fertilizer on course week of March 22nd.
- Spray greens for nematodes sometime next week.
- Still fixing some irrigation issues on course.
- Mike's Tree Service trimmed limbs on #12, #13, #6. We have picked up most of the debris and put behind sand bins.
- Waiting until we get new Workman's to pull leaf sweeper to pick up leaves.
- Sprayed greens with liquid fertilizer and wetting agent this morning.
- Terry confirmed that the garden area near #9 tee box area does get water from irrigation system.
- Terry is concerned that the DAB road workers are continuing to use our restaurant bathrooms. Vince to look into it.

Manager's Report – Craig Misch

March preliminary daily revenue report looks good. Our projected month-end actual revenue is running above budgeted amounts in green fees, cart fees, range sales and member dues. We are a little under in Pro Shop and F&B.

Maintenance Road Repaving – Craig continues to follow-up regularly with DAB about the maintenance road.

Food & Beverage – Lisa Applewhite

Lisa was asked to consider adding Card Bingo and Italian Night back into the schedule.

Treasurer's Report – Steve Ryan

\$85,000 was moved into the Ford Advantage account and will appear on the next report.

Treasurer's Report				
<u>Account</u>	<u>Account Type</u>	<u>Bank</u>	<u>APY</u>	<u>3/10/2021</u> <u>Balance</u>
Cash - Operating	Checking	BB&T	0.00%	202,386.22
Petty Cash	Currency	Office Safe	0.00%	1,400.00
Capital Reserve	Checking	BB&T	0.25%	10,820.00
Ford Interest Advantage	Note/Checking	Ford Interest Advantage	0.85%	35,571.59
Non Operating Investment Account	Cash	Raymond James	0.00%	-
Non Operating Investment Account	Institutional MM	Raymond James	0.03%	148,548.39
Cash Balance as of 03/10/2021				398,726.20
Change from 02/26/2021 Report				22,443.83
BB&T Loan	Monthly On 28th...\$10,101.43		4.80%	846,406.57
Personal Note	Monthly on 1st...\$2191.00		6.00%	132,220.96
Accounts Payable(Including lease payments)				12,425.37
BB&T Credit Card				1,184.08
Cash Balance 03/10/2021				398,726.20
Cash Balance 03/13/2020				365,855.64
Difference				32,870.56

Vice President – Lisa Ritchey

Committee: Lisa Ritchey, Tom Lawrenson, Dave Kozlowski, Carolyn Skorich, Regina Johnson, Sue Scappaticci

Clubhouse Restoration Update from meetings on 3/1/21 & 3/9/21:

- We have selected our color palette for the renovations.
- Met with a representative from Floors of Distinction and will visit their store on the 17th to pick out carpet so he can put together a complete bid. Also have a bid from Ronnie's Carpet & Flooring and K&A Constructions for carpet tiles.
- Received bid from K&A Construction for renovation of the men's restroom.
- K&A provided a bid on the pass thru window in the bar area. While this is a beautiful master plan, this seems very expensive to the committee.
- Received a bid from Paasonen's Home Improvements to update the porch area. This includes power washing, painting the ceiling white, and creating a speckled floor (would hide the cracks and blend in with the bricks). Also received a bid from Cepra to update the landscaping in the front of the building using rock or mulch.
- We have calls into Paasonen's to see if he wants to bid on painting the interior of the building.
- Trying to find can lights to replace all the existing ones. The models and standard sizes have changed, and we need to find the right fit.

Vince asked Lisa to create a spreadsheet to include all the renovations and associated costs, and have the committee decide what is priority. Craig, Lisa, and Vince to then determine what we can afford from a financial standpoint, and the Board will decide what we do and when. We need to continually improve our amenities and put money back into the golf course and restaurant to enhance membership experience.

Membership – Bill Ortvals

Bill has been approached by a member inquiring about lowering the golf rate for guests of equity members. Currently our guest rate is \$41.99, which is our lowest rate. This is the same rate in the Villages newspaper. If a member wants to go online through GolfNow, they could get a lower coupon rate. Groups of golfers are given a special lower golf rate, but these are large groups who frequent our golf course on a regular basis. Equity members do get one free round of golf per quarter and that has been extended to them for a number of years. We discussed other ways this free round of golf could be given and other options for extending courtesies to guests of equity members. Currently golf revenue is good, but the summer season is approaching and that results in lower revenue months. We decided to table this subject for now and revisit it in the near future to coincide with other ongoing discussions regarding our equity members.

New: Peter Upson - Rental Single - eff 3/4/21

Off Medical: Dave Maki – eff 3/1/21
Jim Parker – eff 3/6/21

Medical (16): Bev Race
Harry Taylor
Tom Campbell
Tom Christie
Ann Carter
Tom Lawrenson
Jackie Klein
Martha Wolff
Karen Brondyke
Cleveland White
Jim McGill
Bob Collins
Barb Bradford
Mike Boiler
Adam and Sandi Talarek
Bob Gravatt – eff 3/1/21

Golf – Jim Oddo

Jim was given the task to meet with his Golf Committee and Craig and see if there are any other alternatives to avoid the issue of a crowded golf course, especially when member tournaments are scheduled (ie, the Club Championship, etc).

Men's Match Play – Started New Session on Monday March 8th.

Club Championship – March 10th, 11th, & 13th. Men and Women will compete all three days. All 3 days are 8:00 AM shotgun starts. Women - 14 Entrees, Green Tee Men - 5 Entrees, Gold Tee Men - 30 Entrees, Black Tee Men - 11 Entrees. Total of 60 members participating.

MMGA Stroke Play Championship -Wednesday March 17th. Lunch will be served at the conclusion of play. Menu choices are open face hot turkey, or open face hot roast beef with mashed potatoes.

Dessert will be a St. Patty Day Cake

MWGA Beat the Pro -Thursday March 18th. Pizza Lunch

Easter Shamble - currently there are 27 Member/Guest Teams, and 20 Member/Member Teams

Marketing – Steve Snover

Steve is working on Golf Life Navigators and real estate agencies who sell within our community to see if they are interested to partner with us in this venture. He has been in discussions with Florida Plus Realty and will contact The Flagg Team.

Building and Grounds Report – Steve Bryan

Tree Trimming: Tree trimming performed by Mike's Tree Service was completed Monday and Tuesday of this week on #12 Tee, #13 Tee and fairway along cart path, and #6 tee. The trees on #13 were trimmed with consideration to their weight and balance issues, and within the guidelines of their close proximity of the residential area. All overgrown tree branches impacting play have been removed and stacked away from the area in preparation for the Club Championship. Mike and his crew did a very good job in making sure they cut everything we had asked for and cleaning up the areas afterwards. They will return May 3rd to trim the three trees in front and to the right of #12 green when the course is closed for maintenance.

Fountain Electrical: We received an estimate for the electrical work on the fountain, but it was over \$3000 which we feel is excessive to convert the voltage for the fountain. We will continue to look for a more affordable solution.

Beverage Cart: I had asked JB Golf Carts to assist in finding a used beverage cart in good condition which they did, but the best cart we have found is in Augusta, Georgia. I will continue to look at options closer to home, and other alternatives.

Broken Cart Path: Steve will get with Terry regarding the cart path at the 9th tee area to discuss other solutions to fix this area.

Communications – Therese Buono

Therese is continuing to correct problems with Golf Now on people becoming disengaged.

Meeting adjourned at 9:30 a.m. The next Board Meeting will be held on March 26 at 8:00 a.m. in Mtg Rm A at the Rec Center.

Respectfully submitted,
Esther Patterson, Secretary