

BOARD OF DIRECTORS MEETING
THE MONARCH AT ROYAL HIGHLANDS, INC.
May 14, 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 Ortvals, Esther Patterson, Steve Bryan, Steve Snover, Steve Ryan, Jim Oddo. Lisa Ritchey was absent. Luis Colon, General Manager, Terry Stephenson, Course Superintendent, and Lisa Ann Zummo F/B Manager, Crown & Shield, were also in attendance.

Vince Laverghetta called the meeting to order. The Minutes of the April 23, 2021 meeting were approved.

Superintendent's Report – Terry Stephenson

- All new equipment working well.
- Another company coming next week to look at buying old equipment.
- Dry-Ject greens last week.
- Put out pre-emergence last Thursday.
- Cricket Control company did back 9 last week and coming on May 16th to finish up front 9.
- Bulk fertilizer entire course Monday and Tuesday this week.
- Sprayed Prostar fungicide for Fairy Ring on greens yesterday.
- Sprayed tees for nematodes this week.
- Still do not have any qualified applicants for crew positions.
- Interviewed applicant yesterday for Assistant job. He has worked at the Villages and Bay Hill. Terry wants to offer him the job.
NOTE: The Executive Committee approved his request.
- Lightning hit #5 lightning arrestor which saved the satellite. Terry will buy another lightning arrestor in the amount of \$300.
- Bayer Rep testing samples on greens and sent us a box of Revolver herbicide in appreciation.

Manager's Report – Luis Colon

April Recap

Luis reviewed the April Income Statement as well as the Profit & Loss Statement for the month. April was a great performance month, especially when we look at 2020. He will compare to the 2019 figures to get a more realistic number.

May Month-to-day daily revenue

Golf prices need to be increased as we are losing most of our revenue in green fees. We were charging \$50, and, at some point, the decision was made to go down to \$36. Starting May 15, he intends to increase golf fees by \$3 for each rate. Outside groups are being charged \$30, and this will also go up eventually. It is too low as it does not cover the expense of the driving range or golf carts. Special arrangements will be made with outside groups who want to contract with us for the calendar year. We want to attract golfers to our course who value what we have to offer and who appreciate the condition of the course.

Clubhouse AC Unit

The clubhouse air conditioning unit needs repaired (it is 25 years old). In 2016 we spent \$6,000 to fix it and it will cost \$7200 to replace it (according to the All Star quote).

Vince Laverghetta made the motion, seconded by Steve Ryan, that we purchase a new Air Conditioner from All Star for the pro shop/entranceway in an amount not to exceed \$7,200. Motion approved.

Club Point of Sale

Looked at 3 demos to replace Golf Now and included Lisa Ann and Linda Gietz in the process and told them to ask any questions they had. Once we are done with the demos, we can compare them based on functionality and ability to create reports to fit our Club's needs. Should have the demos completed by next Wednesday. A decision needs to be made by June 10 or we are locked into Golf Now per the contract.

Auction Tee Times

The Board reviewed the motion made in 2016 to allow the Pro Shop to use its discretion to assign blocked tee times to groups of 12 or more out of season and 20 or more in season.

COVID-19 Related

We will follow the Governor's order regarding face masks. A decision will be made by the next board meeting regarding cart sharing and use of resident carts. We will wait until we have more maintenance staff to decide regarding water coolers and sand trap rakes.

Food & Beverage Manager - Lisa Ann Zummo

We leased a new dishwasher (same cost for new one as to repair the old one) and decided to continue using powder detergent.

Secretary – Esther Patterson

Esther received a copy of a stock certificate of a deceased equity member. It will be recorded and filed.

Vice President – Lisa Ritchey (Absent)

Lisa and Regina met with Luis to review the Restoration Ad Hoc Committee and to update him on where we are with our committee work. As a result of this meeting, it was decided that any additional expenditures should be curtailed temporarily until Luis can get a better understanding of the current and future financial status of the Club.

Vince Laverghetta made the motion, seconded by Steve Snover, to defer the following in the Men's Restroom: replace partitions with laminate ones, replace existing toilets with comfort height ones, install toilet paper dispensers and grab bars. Motion approved.

We will continue to proceed with painting the Men's Restroom walls (labor to be provided by members) and follow through with the Front Porch plan. Luis will consult with the team to determine the status of the two new floor mats with Monarch logo.

Marketing – Steve Snover

Steve did a review of Golf Now (January thru April) and determined that most of the reservations were made by outsiders (tourists and seasonal visitors). There were only 9 repeat customers (or 1/month).

The Flagg team paid \$1400 to participate in Golf Life Navigator to get on their site. Royal Highlands is now listed with the point of contact being Flagg Realty. The Flagg team is asking Bill Ortvals about our golfing programs because they are getting inquiries. The result is that we are benefiting from their participation in this program, and we do not feel the need for us to participate in this program at this time.

Treasurer’s Report – Steve Ryan

Treasurer's Report				14-May-21
Account	Account Type	Bank	APY	Balance
Cash - Operating	Checking	BB&T	0.00%	82,340.25
Petty Cash	Currency	Office Safe	0.00%	1,400.00
Capital Reserve	Checking	BB&T	0.05%	12,786.82
Ford Interest Advantage	Note/Checking	Ford Interest Advantage	0.65%	220,735.13
Non Operating Investment Account	Cash	Raymond James	0.00%	-
Non Operating Investment Account	Institutional MM	Raymond James	0.03%	148,549.63
Cash Balance as of 05/12/2021				465,811.83
Change from 04/21/2021 Report				21,884.74
BB&T Loan	Monthly 0n 28th...\$10,101.43		4.80%	832,942.72
Personal Note	Monthly on 1st...\$2191.00		6.00%	129,152.95
Accounts Payable(Including lease payments)				17,871.13
BB&T Credit Card				640.01
Cash Balance 05/12/2021				465,811.83
Cash Balance 05/08/2020				483,794.47
Difference				(17,982.64)

Membership – Bill Ortvals

Adds: Dan Brennan General Member Single – eff 5/1/21
 Wendell McDannel to General Family (adding wife Kim) – eff 5/1/21

Medical (15): Bev Race
 Harry Taylor
 Tom Campbell
 Tom Christie

Ann Carter
Tom Lawrenson
Martha Wolff
Karen Brondyke
Cleveland White
Bob Collins
Barb Bradford
Mike Boiler
Adam Talarek
Bob Gravatt
Bill Holada

Golf – Jim Oddo

- May Day Play Day – Sunday May 2nd
- Men's Beat the Club Champ – Wednesday May 5th
- Men's Match Play – New Session began on Monday May 10th

Golf Committee - Last Meeting was Tuesday May 11th @ 1:00 PM, and next meeting is scheduled for Tuesday June 8th, @ 1:00 PM. Agenda items for the last meeting included:

- Review of Handicap Oversight Worksheets –
 - 338 Scorecards were reviewed – 90% of cards were accurately totaled (10% math errors), hence were posted incorrectly. Committee members made corrections in the Ghin system, and players were notified.
 - 93% of the cards were posted within a timely manner (expectation is within 72 hours)
 - 6% of the rounds were NOT posted at all – committee member posted the round, and player was notified.
- 2022 Calendar pre-prep
- Discussion regarding the implementation of local rules – a member approached Jim and made a request to initiate a local rule to get a free drop if ball was settled behind a sprinkler head around the green. Luis and USGA rules were consulted, and the committee ultimately voted to not proceed with a local rule of a free drop.

May/June Calendar:

- May 31st – Couples Memorial Day Tournament - Lunch
- June 27th – Women's Group Shootout
- July 4th – Couple's 4th of July Tournament - Lunch

Building and Grounds Report – Steve Bryan

Scheduled projects on the course were completed by MMGA volunteers at the garden on #9 tee box, #7 tee box, #5 waste area and behind the green, #15 fairway palm trees, and #17 behind gold tee box.

The dead tree on #5 was removed by John Buono and a crew of volunteers.

Trees on right side of fairway at #12 green were trimmed and a large branch removed in front of black tee box on #15 by Mike's Tree Service.

Gary Ritchey and Keith Beile trimmed tall grass in front of #13 tee box.

Thanks to all the volunteers who give their time and effort to keep the course looking great.

MMGA volunteers will assist the Garden Club next Tuesday at the #9 tee with planting new flowers and shrubs in the area we cleaned out a few weeks ago.

We will be renting a concrete scarifier from United Rentals in the coming weeks to level the uneven cart paths in the coming weeks. We will mark the areas to cut ahead of getting the machine and get volunteers to operate it. The cost for the week is \$550 and will be paid out of raffle money.

Communications – Therese Buono

Working on “scrubbing” user & data entries in GolfCentral:

- Deleted users no longer active as Monarch Golf Club Members/eMembers.
- Eliminated 4 TAGS (out of 20) that have been defined/used over the years that are not applicable now. Still working on this...time consuming!
- Working with GolfNow on tracking unengaged/opted out members not receiving emails. Finally seeing some light of day on this.

Question on where the System of Record is for Equity Club Members, how this is backed up, how does the club handle Equity Certificates if a member moves away (without selling their share to new homeowner)? What happens to a members equity share if they die – part of the estate?

Esther advised that she has a list of all stock purchases by number and name and it is located on an external thumb drive. This list is updated as needed. Article I, Section H of the Bylaws applies to Return of Equity Value to Resigning Equity Members of the Club.

President – Vince Laverghetta

Meeting adjourned at 9:45 a.m. The next Board Meeting will be held on May 28 at 8:00 a.m. in Mtg Rm A at the Rec Center.

Respectfully submitted,
Esther Patterson, Secretary