

BOARD OF DIRECTORS MEETING
THE MONARCH AT ROYAL HIGHLANDS, INC.
July 10, 2020

A meeting of the Board of Directors for The Monarch at Royal Highlands, Inc. was held at 9:00 a.m. in the Crown & Shield. Those present: Dick Sjogren, Steve Ryan, Ann Carter, Esther Patterson, Vince Laverghetta, Steve Bryan, Bob Keating and Bill Ortballs. Therese Buono was absent. Craig Misch, General Manager, Terry Stephenson, Course Superintendent, Lisa Applewhite F/B Manager, Crown & Shield, were also in attendance.

President – Dick Sjogren

Dick Sjogren called the meeting to order. The Minutes of the June 26 meeting are revised and approved to add Bob Hadley effective 5/1/20 and David Fitch effective 7/1/20 to those Off Medical.

Superintendent's Report – Terry Stephenson

- Blue tractor is down – hydraulic hose fitting problem. The plan is to cut the Bermuda to 2" and the other rough to 3 ½".
- Equipment and quotes from Wesco and Global Turf for the 3500 Sidewinder are still good as of yesterday. We need to determine if we buy or lease for 3 years. It does not seem feasible to put out \$23,000 at this time not knowing what the future holds. The interest would be about \$2,000 over 3 years if we lease.

Dick Sjogren made a motion seconded by Bob Keating that we lease a used 3500 Sidewinder for 3 years at a cost not to exceed \$25,000. Motion approved.

- Received a quote from Liebold Irrigation for lightning arrestors for satellites. Cost is between \$4000 and \$6000. This is a better price than Wesco (\$4500 - \$6000).
- Spot spraying tees/fairways/green surrounds for weeds.
- Talked to Dave at Southern Soils about nematode issues on tees/fairways. The "Curfew" application cost is \$440/acre (for 30 acres) and \$425.00/acre (for 40 acres). I talked to Craig about it and we are thinking about it.
- Sand and fertilize (Milorgonite) the weak areas on greens.
- Fertilize weak areas tees/fairways.
- Spray tees for nematodes again.
- Met with Todd (Howard's Fertilizer) about seed costs for winter grass. Cost is \$14,609 (spent \$800 less last year). Board agreed to put this cost in the budget for next year.

Manager's Report – Craig Misch

Revenue – Month End Actual up almost \$12,000 over last year. As a business, we are \$18,843 above last year. Revenue this month started off great like last month. We are still up \$9,000 to budget for the month so far.

Golf – Member dues are up; Pro Shop is up. Morning shotguns are sold out every day.

F&B – Sales are up \$5500 over budget last year. The restaurant is taking a little hit during this time probably because of COVID.

The air conditioning stopped working during the Couples July 5th tournament. A new belt was put on to fix the problem and then it stopped working again, so put the old belt back on and it has not gone out yet. This is the original air conditioning unit (dating back to the late 90's). Craig is going to get a few quotes on the more energy efficient type units that are on the market.

The internet is working; it has not gone out for almost a week now.

There still is a problem with emails using Golf Now for billing. All members are not getting their emails. We will be looking at other options.

Membership – Bill Ortvals

There is still quite a bit of interest from the ladies for a golf clinic; maybe we can do one in the Fall.

Resigned: Jer and Marcia Padgett (moving) – eff 7/1/20

Status Changes: Chuck & Linda Gietz from Equity Family to Equity Single (Chuck) – eff 7/1/20
Joel & Sherry Anderson from Equity Family to Limited Equity Family – eff 7/1/20
Don Dortman from the Social Golf Program – eff 7/15/20

Medical (15): Bev Race
Harry Taylor
Tom Campbell
Richard Taylor
Tom Christie
Len Vieira
Ann Carter
Tom Lawrenson
Judy Keating
Jackie Klein
Sally Tubbs
Bob Gravatt
Kathy Sjogren
Martha Wolff
Karen Brondyke eff 7/15/20

Building and Grounds Report – Bob Keating (nothing to report)

Vice President – Vince Laverghetta (nothing to report)

Secretary – Esther Patterson (nothing to report)

Treasurer’s Report – Steve Ryan

Ann noted that the \$50,000 transfer to Raymond James had not been processed as requested by the Board at the last meeting and she recommended the amount be increased to \$75,000 (Board agreed). Steve said that as soon as Linda gets back, he will discuss with her and Craig about the feasibility of transferring more than \$50,000 into the account to take advantage of the interest. He will also check whether there is an early withdrawal fee and if there are check writing privileges on the account.

Treasurer's Report				
				07/10/20
<u>Account</u>	<u>Account Type</u>	<u>Bank</u>	<u>APY</u>	<u>Balance</u>
Cash - Operating	Checking	BB&T	0.00%	200,666.41
Petty Cash	Currency	Office Safe	0.00%	1,400.00
Capital Reserve	Checking	BB&T	0.25%	29,744.96
Ford Interest Advantage	Note/Checking	Ford Interest Advantage	2.40%	35,344.12
Non Operating Investment Account	Cash	Raymond James	0.25%	-
Non Operating Investment Account	Institutional MM	Raymond James	2.01%	183,499.22
Cash Balance as of 07/10/2020				450,654.71
Change from 06/26/2020 Report				3,521.58
BB&T Loan	Monthly On 28th...\$10,101.43		4.80%	899,193.31
PPP Loan				129,675.00
Personal Note	Monthly on 1st...\$2191.00		6.00%	144,191.48
Monthly Lease Payments				5,039.28
Accounts Payable				26,943.93
BB&T Credit Card				715.73
Cash Balance 07/10/2020				450,654.71
Cash Balance 07/12/2019				264,742.31
Difference				185,912.40

Finance and Audit Therese Buono (absent)

Golf – Steve Bryan

Bought paint for the pump house. He will send out an email asking for volunteers to do it on July 27th.

There is an issue with Golf Genius that occurs every few months. Golf Genius is randomly “blacklisting” (for no reason) some email addresses when a large distribution list is used. The best solution is to make an approved contact in your address book using the “Do Not Reply” address.

The “Manager List” in Golf Genius needs updated to ensure only those who need the information are listed or added. Craig to handle.

There are several oak trees on the course that are full of dead branches and/or have canopies that are hanging exceptionally low. We need to look into this situation to avoid a possible costly cleanup job if hurricane winds do damage. Bob and Steve will work together to see how many trees are involved and get with Craig to put a plan together with Terry.

Communication – Ann Carter

The numbers from the Crown & Shield from June 24 - thru July 8 are as follows:

Note – Numbers include take out and dine-in meals including the total revenue dollar.

6/25– Thursday Dinner Special (Cubed Steak - 6) 22 Lunches, 29 Dinners=\$690
6/26- Friday Dinner Special (Seafood Scampi - 18) 44 Lunches, 67 Dinners=\$1,511
6/27 - Saturday Dinner Special (Corned Beef & Cabbage - 25) 35 Lunches, 39 Dinners=\$956
6/28 – Sunday Dinner Special (Pot Roast - 16) 28 Lunches 31 Dinners=\$987
6/29- Monday Dinner Special (Sweet Italian Sausage & Peppers - 12) 11 Lunches, 24 Dinners=\$424
6/30— Tuesday Dinner Special (Filet & Shrimp-14) 25 Lunches, 38 Dinners = \$837
7/1 – Wednesday Dinner Special (Grilled Swordfish - 11) 9 Lunches, 25 Dinners = \$574
7/2 – Thursday Dinner Special (Ground Pork Stuffed Peppers - 2) 28 Lunches, 23 Dinners=\$829
7/3 – Friday Dinner Special (Baked Cod - 22) – 45 Lunches, 47 Dinners=\$1,523
7/4 – Saturday Dinner Special (Salisbury Steak-6) 27 Lunches, 29 Dinner - \$929
7/5 – Sunday Dinner Special (Sliced Beef Tenderloin - 8) 4 Lunches, 19 Dinners=\$969
7/6 – Monday Dinner Special (Chicken & Ribs-7) 7 Lunches, 15 Dinners = \$324
7/7 – Tuesday Dinner Special (Liver & Onions-29) 19 Lunches, 65 Dinners=\$1,299
7/8 – Wednesday Dinner Special (Jerk Chicken - 4) 12 Lunches, 15 Dinners=\$411

For the period through 6/24 thru 7/8 (14 business days) 56 pizzas were sold= 4/day

Dinner Specials for the second half of August are:

Sundays’– Served with your choice of a cup of soup, or dinner salad

July 19- Crab stuffed Haddock with served with rice & vegetable \$15.99

July 26 – Ground Beef Stuffed Peppers with vegetable of the day \$12.99

Mondays’ – Served with your choice of a cup of soup, or dinner salad

July 20- Blackened Snapper with pineapple salsa, served with starch & vegetable \$15.99

July 27- Meatloaf served with mashed potato, gravy, & vegetable \$12.99

Tuesdays’ – Served with your choice of a cup of soup, or dinner salad

July 21– Corned beef & cabbage served with boiled potato & carrots \$13.99

July 28 – Meat Lasagna with bread stick \$12.99

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

July 22- Baked Turkey Dinner with stuffing, mashed potatoes, gravy & vegetable \$13.99

July 29- Pot Roast with mashed potatoes, gravy, & vegetable \$14.99

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

July 16 – Veal Parmesan served with pasta & vegetable \$14.99

July 23 – 1/3 Rack BBQ Ribs and Chicken with French fries & Coleslaw \$16.99

July 30- Sliced Beef Tenderloin served with starch & vegetable \$16.99

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

July 17 – Seared Sea Scallops served with starch & vegetable \$18.99

July 24–Seafood Combo, (4 shrimp (grilled or fried), half order Cod w/lobster sauce, garlic butter mussels) w/ starch & vegetable \$18.99

July 31- Seafood Scampi \$16.99

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

July 18- Filet of Beef with Shrimp (choice of grilled or fried), served with starch & vegetable \$18.99

July 25- Liver & Onions with bacon, mashed potatoes, gravy & vegetable \$12.99

Liaison

Question

The comments from the Next Door app need to be addressed, especially if we want to keep the course open. I hope the board will consider requiring face masks until a golfer is ready to approach the tee box. Having them on in the parking lot, putting green, driving range, pro shop, lobby, indoor bathrooms, and restaurant (unless eating or drinking) is just being responsible. It will also be a visible reminder to social distance. I know they are hot and can be uncomfortable, but worth it if it will keep us all safe and the course open. We all need reminders.

Answer

We are doing everything we can to make people safe. Please note, we cannot make masks a requirement because our Governor has not made them mandatory. We have a sign on the door and the groups will be informed that we would like people to wear them.

President - Dick Sjogren

Received an email from BB&T about forgiveness of the loan, asking when we wanted to start the process. Dick responded July or August and when Linda returns, we will start the process.

Meeting adjourned at 10:10 a.m. Next Board Meeting will be held at 9:00 a.m. at the Crown & Shield on Friday, July 24.

Respectfully submitted,
Esther Patterson, Secretary