

BOARD OF DIRECTORS MEETING
MONARCH AT ROYAL HIGHLANDS, INC.
JULY 13, 2018

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

President – Terry Neikirk.

Terry Neikirk was absent Vice President Dick Therrien called the meeting to order. The Minutes for the June 22, 2018, meeting, were approved.

Treasurer's Report – Linda Gietz

No Report

Manager's Report

Sam stated that we did not have a very good June and gave the reasons. The weather did not affect rounds as much as it did our F&B revenues. Our improved course conditions (over last year's conditions) have helped attract groups and other additional outside rounds.

June as an overall combined business we missed the total revenue budget by only \$2,782 and our net income was below budget by \$8,020. This was due to lower than expected revenues in Food & Beverage and increased expenses in maintenance and F&B.

Our total year to date revenue is behind budget by \$7,052 and our net income has fell short of budget by \$9,747.

Our net income year to date budget was \$87,067 and we fell short of it by \$9,747.

Our expenses were up over budget in a couple of departments:

Repair & Maintenance DEPARTMENT:

- Payroll was up over budget \$1,407.
- Fuel was up over budget \$722.
- Chemical purchases were up over budget \$1,798.
- Fertilizer was up over budget \$771.
- Sand & Gravel was up over budget \$791.
- R&M Equipment was up over budget \$2,852.
- R&M Irrigation was up \$649.

These are necessary expenditures to maintain the quality level of the golf course and to continue improving our product.

Food & Beverage DEPARTMENT:

Most people do not like to get out in the rain to go out to eat. To give you an example of the number of customers/covers we had this June verses last June:

	<u>2018</u>	<u>2017</u>	<u>+/-</u>
Breakfast:	430	376	+54
Lunch:	617	676	-62
Dinner:	<u>639</u>	<u>789</u>	<u>-152</u>
Total:	1684	1844	-160

- F&B revenue was down to budget \$3,351 and was behind last June by \$1,593.
- F&B revenue is ahead of last year, year to date by \$1,214 but variable cost profit is up \$3,323 year to date over last year.
- F&B payroll was over budget by \$1,253 mainly due to vacation pay but should even out by year end. (Year to date F&B payroll including taxes is still \$3,990 below budget). Year to date variable cost profit is now behind budget \$5,506.
- We sold 23 more pizzas this year verses last June with a \$280 increase in pizza sales alone.

Our F&B Department is still doing well, and we continue to see new customers each day. We will continue our marketing efforts within the community and surrounding email customers to grow our business.

We are still trending to generate a net profit this year!

Terry Stephenson reported #7 cart path near the green will be the next place that will be repaired with coquina. After that #14 will be done.

They recently sprayed the Tee areas for nematodes, and our greens are in such good shape this summer in great part because of our nematode control program. The mole cricket spraying was completed on July 5th.

The grinder for sharpening the mower reels has not arrived yet, because it is being refurbished.

Spraying for goose grass will be done on Sunday.

They are mowing the entire course at least one time each week, even though maintenance is down one employee.

Membership – Mike Russomano

Mike had a question about dues being frozen after age 80 for Limited Equity Members. Dick Sjogren made a motion seconded by Mike Russomano: **“Dues are to be frozen for all members who have been equity members for the past 5 years and have reached the age of 80.”**

Dick Therrien made a motion seconded by Bob Keating: **“Table the previous motion until next meeting to get information necessary to make an informed decision”**. The motion passed.

On Medical: Harry Taylor
 Richard Taylor
 Karen Teegarden
 Kathy Sjogren
 Ed Oberts
 Tom Campbell
 Phyllis Wagoner
 Frank Vignone
 Barb and Ken Gressley
 Reka Reaktenwalt

Off Medical: Barb Colmer eff – 7/1/18
 Ron Ambrosio eff – 7/1/18

Marketing – Vince Laverghetta

We are working to try and attract tournaments to our facility.

Golf – Ray Smith

No report.

Buildings and Grounds – Bob Keating

Bob mentioned what a wonderful job Diane Christie had done on the gardens on the #9 tee and the #10 tee. They look phenomenal. These projects were completed without using any club funds. The money was raised through a fund raiser.

We are working to re-sod the bad areas on the greens.

Communication – Ann Carter

Linda Eaton reported that the Nifty Niners had 45 people for their meal on Tuesday night. It went very well and they are hoping to do it once a month in the future.

Linda also said that Name That Tune will be on August 15th.

Dinner Specials for the second half of July are:

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

July 17 – Taste of Italy - \$15.99

July 24 – Meat lasagna with bread stick \$12.99

July 31 - Prime rib Queen cut (8oz) \$19.99 / King cut (12oz) \$22.99. Baked potato & veg

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

July 19 – Beef & Rice Stuffed Pepper, with vegetable & baked tomato \$12.99

July 26 – ½ Rack Ribs and BBQ Chicken, coleslaw and French fries \$16.99

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

July 20 – Grilled Salmon with pineapple salsa, rice and vegetable \$16.99

July 27 - Shrimp and Lobster scampi \$15.99

July 19 – MWGA Ringer Lunch

July 23 – Men's Match Play Lunch

July 25 – Italian Bingo

Vice President – Dick Therrien

The next board meeting will be July 27, 2018 at 8:00 am at the Great Hall.

The meeting was adjourned at 9:32 am.

Respectfully Submitted,
Dick Sjogren, Secretary