

BOARD OF DIRECTORS MEETING
THE MONARCH AT ROYAL HIGHLANDS, INC.
November 9, 2018

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: Terry Neikirk, Dick Sjogren, Linda Gietz, Vince Laverghetta, Ray Smith, Bob Keating, Mike Russomano and Ann Carter. Dick Therrien was absent. Linda Eaton F/B, Craig Misch, Golf Pro, Sam Floyd, Par for the Course Management and Terry Stephenson Course Superintendent were also in attendance.

President – Terry Neikirk.

Terry Neikirk called the meeting to order.

The Minutes for the October 26, 2018, meeting, were approved.

Old Business:

There was a discussion about modifying the present Reserved Tee Time Privilege Policy. The present policy reads:

“Monarch Membership is required for all groups that have reserved tee times, e.g. MMGA, MWGA, Men’s/Ladie’s Match Play, Putterflys, Black Tee and Gold Tee. With the exception that participation will be allowed in these groups for non-members in accordance with the annual guest provisions of 6 plays per calendar year. This provision does not apply to the Nifty Niners,”

A motion on Reserved Tee Time Privilege Policy made by Dick Therrien and seconded by Ann Carter was tabled at the July 27, 2018 Board of Directors Meeting. A decision was made to vote on the tabled motion at this meeting.

The motion was to replace the present policy on Reserved Tee Time Privilege with the following: “Weekly reserved tee times may be arranged by groups of Monarch members (e.g. MMGA, MWGA, Men’s/Ladie’s Match Play, Putterflys, Black Tee, Gold Tee, Super Seniors). If invited by the group sponsor, non-members may be allowed to participate in a reserved tee times group. The non-member may only participate in reserved tee times up to 6 plays for each non-member per calendar year. The number of plays by a non-member will be recorded and monitored by the group sponsor. The non-member rate for play shall be the rack rate or coupon rate. The Nifty Niners group, consisting of Members and non-members, may also arrange for weekly reserved tee times. There is no restriction on number of times a non-member may participate in the Nifty Niners group reserved tee times.

The motion was voted on and was defeated.

Vince Laverghetta made a motion seconded by Bob Keating to have the Reserved Tee Time Privilege Policy state:

"Members shall have priority for participation in all reserved tee time groups over non-members provided they sign up for play by the required deadline. The "Nifty Niners" group are exempted from this policy."

The motion was voted on and Passed.

Treasurer's Report – Linda Gietz

The parking lot paving bill has been paid.

We need a new motor for the vent hood in the kitchen.

Linda Gietz made a motion seconded by Ann Carter to: "Buy a new vent hood motor for the kitchen at a cost of \$3,550." The motion passed.

The Monarch at Royal Highlands, Inc.				
Treasurer's Report				
<u>Account</u>	<u>Account Type</u>	<u>Bank</u>	<u>APY</u>	11/09/18 <u>Balance</u>
Cash - Operating	Checking	BB&T	0.00%	63,365.26
Petty Cash	Currency	Office Safe	0.00%	1,400.00
Capital Reserve	Checking	BB&T	0.75%	61.29
Ford Interest Advantage	Note/Checking	Ford Interest Advantage	2.40%	33,677.43
Non Operating Investment Account	Cash	Raymond James	0.25%	1,392.37
Non Operating Investment Account	Bonds	Raymond James	3.49%	29,608.90
Non Operating Investment Account	CD	Raymond James	2.51%	11,923.44
Cash Balance as of 11/09/18				141,428.69
Change from 10/25/18 Report				(24,629.07)
BB&T Loan			4.80%	1,024,008.59
Cash Balance 11/09/18				141,428.69
Cash Balance				219,175.85
Difference				(77,747.16)
Total Reserves:				
Capital Reserve				61.29
Year -To-Date Transfers to the Capital Reserve			3,000.00	
Ford Interest Advantage				33,677.43
Raymond James				42,924.71
Total				76,663.43

Secretary's report – Dick Sjogren

The Bio's for the seven candidates for the Board of Directors have been received.

Dick Sjogren made a motion seconded by Ray Smith to: "Approve the seven candidates presented by the nominating committee for the Board of Directors." The motion passed.

The names will be announced on Nov. 14 and the biographies will be sent to Equity members on Dec 1.

Superintendent's Report – Terry Stephenson

The following equipment is down at this time: one tractor, also the 3500 mower, and the 4500 mower. The parts to repair the 4500 have been ordered and should be here on Tuesday.

The fairways were cut on Wednesday and Thursday. Collars and approaches were mowed on Thursday. Tees and greens are being mowed on Friday.

They started cleaning the beds and edging bunkers this week and are still spot spraying the rough for weeds.

The new grinder worked very well for sharpening the reels on our mowers which is giving us a very clean cut.

The rain last Friday washed the seed for the greens a little bit but the areas that washed have been reseeded.

We are getting some product from Bayer Company for letting them do some testing on our course. It will be two bottles of Indemnify which is used to control nematodes. This product would cost \$3,500 if we were purchasing it.

Manager's Report – Sam Floyd

October's total revenues turned out better than expected, thanks to the F&B department. Total revenue budget was \$134,406 with an actual of \$134,726. Beating budgeted revenue by only \$320 doesn't seem like a big accomplishment, but for October it is!

The Golf Department missed their revenue budget by \$2,984, but the Food & Beverage department beat their budget by \$3,474. The Golf department rounds finished 148 rounds behind budget.

Department expenses were over budget in Maintenance and Occupancy. The Maintenance department was over budget because of the two tractor tires that had to be purchased which cost \$1,650. The Occupancy department was over budget because of plumbing and HVAC repair expenses of \$528.

Food & Beverage variable cost profit for October was up \$2,268 compared to budget. We were budgeted to lose \$1,865, but we made a profit of \$403.

October Net Income was behind budget by \$1,920 because of not making our total revenue budget, as well as some additional expenses noted above.

There was a discussion about restaurant staffing during busy times. Sam explained that on the day in question one server did not show up and they have been trying to hire another server for three months without success.

Membership – Mike Russomano

New: Jim Oddo Limited General eff – 11/1

Resignations: Tom and Jean Bailey eff – 11/1

Change in Status: Nick Greitzer Limited Plus to Limited eff – 11/1
Ken & Barb Gressley Family Equity to Limited Family Equity eff – 11/1

On Medical: Harry Taylor
Karen Teeguarden
Tom Campbell
Phyllis Wagoner
Frank Vignone
Ron Ambrosio
Terry Neikirk
Mary Neikirk
Tom Christie
Chuck Hill
Francie Traviolia
Roy Hutson eff – 11/1/18
Len Vieira eff – 11/1/18

Marketing – Vince Laverghetta

No report.

Golf – Ray Smith

The Couples Championship Tournament will be held on 11/18/18. At this time there are only 24 players signed up.

Buildings and Grounds – Bob Keating

The cactus bed between the #17 green and #12 tee was cleaned out on October 29, while the course was closed for over-seeding by several volunteers. His committee plans to spray the grass areas for weeds after they have been cut back.

Communication – Ann Carter

The Dinner & Bar only numbers from October 25th through November 7th are as follows:

10/25 – Thursday Dinner Special (Pork Chop-11) -49- \$706, Bar \$440 = \$1,146
10/26 - Friday Dinner Special (Steak & Shrimp-13) -60- \$914, Bar \$309 = \$1,223
10/30 – Tuesday Dinner Special (Beef Stroganoff-12) -21- \$334, Bar \$267 = \$601
10/31 – Taco Card Bingo (Halloween) – 84 - \$978, Bar \$510 = \$1,488 – RECORD ATTENDANCE
11/1 - Thursday Dinner Special (Veal Picata-9) -41- \$613, Bar \$385 = \$998
11/2 – Friday Dinner Special (Salmon-30) – 69 - \$1,244, Bar \$485 = \$1,729
11/6 – Tuesday Dinner Special (Liver & Onions - 47) -98-\$1,367, Bar \$454 = \$1,821
11/7 – MMGA’s Scramble Luncheon – 67 - \$678, Bar \$304 = \$982

Some points of interest:

There was a luncheon as a result of outside play consisting of 50 people on 10/27 resulting with a total for the day of \$1,721

All 4 Sundays during this period had 60 to 67 people for breakfast with revenues for the day ranging from \$955 to \$1,721.

For the period through October 24th through November 7th (12 business days) 48 pizzas were sold= 4/day

Dinner Specials for the second half of November are:

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

November 20–Dinner Buffet Carved Beef Tenderloin, Apricot Chicken Breast, Mediterranean Cod - \$14.99

November 27 - Taste of Italy - \$15.99

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

November 15 – Homemade Meatloaf with mashed potatoes, gravy and vegetable \$12.99

November 22 –Thanksgiving Buffet \$21.99 November 29 – Chicken Parmesan over pasta \$13.99

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

November 16 – Surf and turf- crab cake and steak with potato and vegetable \$19.99

November 23 – Fried Cat fish with French fries and hushpuppies \$13.99

November 30 – Lobster and shrimp scampi over pasta \$17.99

Additional Events

November 16 – Lake County Seniors Luncheon-Closed to Public

November 17 – Birthday Bash

November 18 – Couples Club Championship Lunch

Ann is working on the collection for Christmas Bonus for the hourly employees. We have 25 hourly employees. The Blast will be sent out before the end of the month.

Vice President – Dick Therrien

No Report Dick was absent.

President - Terry Neikirk

The board went into closed session.

The next board meeting will be November 30, 2018 at 8:00 a.m. at the Great Hall.

The meeting was adjourned at 9:30 a.m.

Respectfully Submitted,
Dick Sjogren Secretary