

BOARD OF DIRECTORS MEETING  
THE MONARCH AT ROYAL HIGHLANDS, INC.  
December 14, 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, Dick Therrien and Ann Carter. 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 of the November 30, 2018, meeting, were approved.

**Treasurer’s Report – Linda Gietz**

The Monarch at Royal Highlands, Inc.				
Treasurer's Report				
<u>Account</u>	<u>Account Type</u>	<u>Bank</u>	<u>APY</u>	<b>12/14/18</b> <u>Balance</u>
Cash - Operating	Checking	BB&T	0.00%	95,615.61
Petty Cash	Currency	Office Safe	0.00%	1,400.00
Capital Reserve	Checking	BB&T	0.75%	146.29
Ford Interest Advantage	Note/Checking	Ford Interest Advantage	2.40%	33,739.71
Non Operating Investment Account	Cash	Raymond James	0.25%	11,569.05
Non Operating Investment Account	Bonds	Raymond James	3.49%	19,571.70
Non Operating Investment Account	CD	Raymond James	2.51%	11,928.00
Cash Balance as of 12/14/18				173,970.36
Change from 11/30/18 Report				54,263.94
BB&T Loan			4.80%	1,018,000.80
Cash Balance 12/14/18				173,970.36
Cash Balance 12/08/17				294,340.82
Difference				(120,370.46)
<b>Total Reserves:</b>				
Capital Reserve				146.29
Year -To-Date Transfers to the Capital Reserve			3,000.00	
Ford Interest Advantage				33,739.71
Raymond James				43,068.75
Total				76,954.75

The policy on the over 80 freezing of dues has been removed. There are 6 over 80 members who are grandfathered by that policy and their dues have been frozen.

### **Secretary's report – Dick Sjogren**

We are ready for the Annual meeting, I have already received 48 completed ballots.

### **Superintendent's Report – Terry Stephenson**

One tractor and the 3500 mower are still down. The mechanic is working on the decks for the 3500 mower.

At this time the cups are being moved every Monday, Tuesday, Thursday, and Saturday. The cups are presently being cut by James, who is the assistant greens superintendent.

Finished cleaning out the grass beds around greens and tees. Started working on the fairway beds.

They had to get a cable and have it reset for the fountain on #3 pond.

They are putting sand and seed in weak areas in fairways. Also put sand in the holes at end and start of cart paths to smooth them out.

Looking at trimming trees by #13 green to help get more sun on the green to help increase grass on the green. Looking at having JT Landscaping doing this in January.

If it warms up they still plan to spike, sand, and seed bad spots on the greens.

Finished mowing out the rough to 2 inches.

Looking at fixing or replacing bad ball washers (Cost to replace \$230.00) maybe doing one a month until done.

There is a significant problem with the pump station radiator. It needs to be replaced and they do not make the radiator anymore. The box it sits in is not big enough for the radiator they make now.

**Dick Sjogren made a motion seconded by Linda Gietz "Purchase and install a new pump station box and radiator at a cost not to exceed \$4,700.00." The motion passed.**

### **Manager's Report – Sam Floyd**

We did not do too badly in November considering our total sales were down to budget by \$3,661 but by controlling expenses, we were able to exceed budgeted Net Income by \$116.00.

- Mother Nature took her toll on the Golf Department with six days of inclement weather, which affected play. We were down to budget 417 total rounds and \$4,359 in Green Fees & Cart Fees.
- Member dues were down to budget \$2,300 due to so many members on Medical Leave (20 Members).
- Pro Shop sales exceeded budget \$2,481 which helped, but there are cost of goods involved in that line item, so only 23.6% of those sales fell to the bottom line.
- Maintenance Department was under budget by \$5,967 due to lower payroll expense, fertilizer savings, R&M equipment and R&M irrigation.

- Food & Beverage Sales were up \$1,040 over budget and Variable Cost Profit was up \$800 which helped our total outcome.

All and all we did very well in November and we even made up for \$116 of the year to date net income to budget number deficit from October.

Sam thanked Terry Neikirk for the job he has done as President the past two years.

A Memorial is being planned by “Friends of Marshall Leich” for long time member and former board member Marshall Leich. It will be January 6 from 2:00 to 5:00. No club funds will be used for this event. Anyone wishing to donate for the memorial should contact Linda Gietz

**If you plan to attend, please RSVP to Linda Gietz. Email: [linda@gietz.org](mailto:linda@gietz.org)  
Telephone: 401-954-2863**

### **Membership – Mike Russomano**

New: Daniel Radcliff Single General eff – 12/01/18

Resignations: Bob Fitzpatrick eff – 12/01/18  
Roy & Barbara Colmer eff – 1/1/19

Change in Status: Tom & Betty Danish Equity Family to Equity Single.  
Dropping Tom eff – 12/15/18

On Medical: Harry Taylor  
Karen Teegarden  
Tom Campbell  
Phyllis Wagoner  
Frank Vignone  
Ron Ambrosio  
Terry Neikirk  
Mary Neikirk  
Tom Christie  
Chuck Hill  
Francie Traviolia  
Roy Hutson  
Michel Benoit  
Marilyn LaFauci  
Harvey Small  
Jack West  
Richard Taylor  
Gay Whitlock eff – 12/1/18  
Bob Titton eff – 1/9

Off Medical: Len Vieira eff – 12/18/18

### **Marketing – Vince Laverghetta**

No Report

### **Golf – Ray Smith**

No report.

### **Buildings and Grounds – Bob Keating**

Bob mentioned how much he felt the tree trimming on #13 would help that green.

### **Communication – Ann Carter**

The Dinner & Bar only numbers from November 29th through December 11th are as follows:

11/29 – Thursday Dinner Special (Chicken Parm-25) -65- \$892, Bar \$460 = \$1,352  
11/30 - Friday Dinner Special (Lobster & Shrimp Scamps-49) -84- \$1,418, Bar \$505 = \$1,923  
12/4 – Tuesday Dinner Special (Liver & Onion-16) -55- \$754, Bar \$307 = \$1,061  
12/5 – Wednesday – MWGA’s Closing Dinner-45-\$767, Bar \$465 = \$1,232  
12/6 - Thursday Dinner Special (Beef Trndrloin-21) -46- \$693, Bar \$448 = \$1,141  
12/7 – Friday Dinner Special (Salmon-15) – 62 - \$1,224, Bar \$388 = \$1,612  
12/11 – Tuesday Dinner Special (Pot Roast-17) -77-\$1,314, Bar \$404 = \$1,718

For the period through November 29 thru December 12 - (11 business days) 68 pizzas were sold= 6/day

Dinner Specials for second half of December are:

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

December 18 - Taste of Italy - \$15.99

December 25 - Closed

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

December 20 – Sheppard’s Pie \$12.99

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

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

December 21 – Seared Sea Scallops & Crab Cake combo, served with rice & vegetable \$18.99

December 28 – Shrimp & Lobster Scampi served over chef’s choice pasta \$17.99

Additional Events

December 14 – Catering Mid West Club at the Great Hall

December 15 – Birthday Bash

December 17 – Men’s Match Play Luncheon

December 31 – New Year’s Eve Dinner

Ann stated that at this time she has collected \$6,995 from 59% of the Membership.

**Vice President – Dick Therrien**

No Report.

**President - Terry Neikirk**

The next board meeting will be December 17, 2018 at 7:00 p.m. at the Crown and Shield.

The meeting was adjourned at 10:10 a.m.

Respectfully Submitted,  
Dick Sjogren Secretary