

San Carlos Golf Club

Board of Director Minutes

12/19/2019

Attendance: Theresa Randall, Max House, Terry Weller Max House, Keith Taylor, Seda Butler, Bob Deeley, Ron Tarantino and Gary Keating

Absent: Jackie Knight.

Open Meeting Member Attendees: Ron Fisher, Bill Akre, Claude Marengere, Robert Skinner.

President Theresa Randall, called the meeting to order at 1800 hours.

Motion to accept the minutes from the November Board Meeting made by Terry Weller, seconded by Bob Deeley, minutes approved unanimously.

Presidents Report: Mrs. Randall reported By Laws Special Meeting for general membership January 7, 2020 at 1900 hours at the Snack Bar and requested board members to attend. Mrs. Randall also stated she invited the six members on the ballot to attend as an opportunity to introduce themselves and highlight their strengths. Mrs. Randall stated she signed the new course equipment lease and explained it was within the budget allocation. She thanked everyone for a successful Christmas Party and noted that the food should remain available longer for late arriving attendees. She addressed complaints about vaping in the clubhouse and said staff had been reminded that it is against the law and to correct violators. She also asked Mr. Taylor to review Policies, Rules and Regulations to make sure it is addressed and or amended. Seda Butler made a motion to update required documents to specify all facilities are Non-Smoking to include Vaping, seconded by Max House, motion passed unanimously. Mr. Taylor will take the appropriate action. End of Report.

Vice President: No report

Treasurer's Report: Mr. Tarantino reported Gross Profit less cost of goods for November was \$165,242.18, Expenses were \$152,600.71 leaving a net gain of \$12,641.47. Total for accounts is: Checking is \$250,537.65, Savings \$112,403.07, Reserves \$150,049.33, total checking and savings is \$512,990.05. Mr. Tarantino also noted that this year's November was \$41,000 better than the same period last year. The Board concurred that the Club was making progress and moving in the right direction.

General Manager's Report: Mr. Keating's report covered the following topics. Stated the two worst months for the golf industry are December and April and added that we should hit budget even with three rains days this month. Said he had just sent out a special rate on email for the month of December. He is currently focused on updating golf shop policies to standardize operations. He is continuing to pursue texting program

and is not happy with the free Golf Now version but the best provider option is \$47.00 a month. Stated the Ping demo/fitting day was very successful in spite of the weather. His goal is to drive golf shop sales volume. Mr. Tarantino asked if Mr. Keating could have all manufactures do demo days and Mr. Keating said Cobra and Bridgestone were next and he was working on Calloway for March. He has hired a third Ranger to keep pace of play at four hours which could add two more prime time foursomes a day through season. Terry Weller asked if the cart GPS timer was accurate, Mr. Keating said yes but the installation of a gate keeper (resets time when cart passed starter shed) will help. He said two more groups have been added and if he can get the 96 players group for Wednesdays the club will be set for prime tee times through season. Mr. House said he had not seen San Carlos on his Golf Now email specials for a couple months and if there was a problem. Mr. Keating said he should be and would look into it. End of Report.

Motion to accept Presidents, VP, Treasurer and General Manager reports by Max House, seconded by Bob Deeley. Motion passed unanimously.

Committee Reports:

Building & House: Mr. Weller reported the outside cooler was on schedule and should be operational by 13 January 2020. Mr. Weller added that a decision still needs to be made on the old cooler. Mrs. Randall asked about security on the cooler after delivery until it is assembled and Mr. Keating said no additional security was required. Mr. Weller concluded that the Gazebo was complete and thanked the volunteers.

Greens and Beautification: Seda Butler, no report.

Golf Rules: Jackie Knight not present with a report but new handicap system was discussed. Mr. Keating said competitive events will be challenging with daily handicap updates and is working with the Club associations to standardize handicaps based on event date.

By-Laws: Max House, no report.

Insurance: Theresa Randall, no report.

Policies Rules & Regulations: Max House, no report but will work with Mr. Taylor to address the Non-Smoking/Vaping motion approved above.

Membership: Seda Butler, no report.

Safety: Terry Weller, no report but asked Gary about policy on closing practice range during ball retrieval. Mr. Keating said they are trying to vary times to accommodate high practice periods. The level of the lake and loss of balls was also discussed and Mr. Keating said he was researching options.

Marketing: Bob Deeley, no report.

Motion to accept committee reports made by Ron Tarantino, seconded by Terry Weller, reports accepted unanimously.

Suggestion Box: None.

Old Business: No additional business that was not addressed above.

New Business: Mr. Taylor inquired how many Annual Meeting packets had been picked up and Mr. Keating said about half and Mrs. Randall said she would send out a reminder email to members.

Open Meeting Member Comments: Mrs. Randall acknowledged Bill Akre to address the Board. Mr. Akre addressed the Board concerning the application of fees to transfer one of his certificates to an associate. Mr. Akre did not agree with the Office Manager and the President's earlier explanation that no prior paid costs (Tier I capital contribution) could be credited towards a new certificate owner once transferred unless in the case of death per By Law paragraph 4.8 and as referenced in paragraph 6.19. Mrs. Randall stated the By Laws and Policies, Rules and Regulations for certificate transfer were properly applied and did not allow for an exception. The Board members discussed how to proceed on an exception and Terry Weller made a motion to pro-rate the \$910.00 capital contribution paid on the certificate towards the new owner. Mr. Tarantino concurred with Mrs. Randall and opposed the validity of a motion since the issue was a By Law change requiring Annual Meeting vote. Mr. Taylor asked what the motion was so it could be properly recorded after the discussion and the motion could not be defined or agreed upon so no motion was made. Mr. Akre did not agree with certificates being charged twice in the same dues period (in his opinion) and concluded with "it was the same as double taxation", thanked the Board for their time and departed.

Mrs. Randall acknowledged Claude Marengere next who had submitted a four page letter stating he was very upset and frustrated (in his opinion) by the unreasonable and unnecessary increases the board implemented this year. Mr. Marengere was asked if he wanted to receive a written reply from the Board and he affirmed he did. Mrs. Randall stated she would write to him. Mrs. Randall asked Mr. Marengere if he wanted to speak first or defer to the Board to respond to his letter. Mr. Marengere told Mrs. Randall to proceed. Mrs. Randall and Ron Tarantino responded to the financial related conclusions Mr. Marengere had addressed in his letter. Mr. Taylor acknowledged Mr. Marengere's frustration and pointed out that the trackage fee increase started his opposition to all the increases and that targeting small groups was not the board's intent. Mr. Marengere responded that trackage was already too high and thought no consideration was given to the benefits private cart owners provide to the club, i.e. every time the private cart is on the course the club collects cart fees on the rider. Mr. Marengere also added that most private cart owners are the volunteers that provide hundreds of thousands of savings to the club. Mr. Skinner interjected what would have been the cost of the Gazebo if not for the volunteers. Mr. Tarantino continued to provide historical facts to respond to trackage fee increases by stating their number of rounds played by trackage fee resulting to approximately \$8.00 per round. Mr. Tarantino also acknowledged everything the volunteers contribute to offset member fees. Mrs. Randall continued to respond to other topics in the letter relating to Mr. Marengere's comments

about the club's traditions changing. Mr. Tarantino said his perception of the club always being run in shoot from the hip brought criticism from Seda Butler and Max House stating "that is not true", there have been some mistakes made in the past but we are moving in the right direction. Seda Butler brought up the fact members are still confused about fees as related to the flipping of Capital Contributions and dues for Tier I members last year and only saw that family members are paying more than twice the amount of a single; although the total annual dues and fees did not change more than the 2.5% and 5.0% allowed in the By Laws. Mr. Keating said in his short time at the Club the work the volunteers do is spectacular and thanked them. Mr. Keating added using next year's dues to pay last year's expenses has to change, and his long-term goal is to change that. Mr. Keating said that the club had lost 1.4 million dollars over the past ten years. Mr. Marengere's closing comment was "last year the walkers were targeted and this year it was the private cart owners". Mrs. Randall said the Board did not target anyone, all fees were discussed at length by the entire board and agreed upon. Mr. Marengere asked if he could receive financials for the past five years on repairs/maintenance costs. Mr. Keating asked for a list and said he could provide the information.

One additional question was asked about who authorized a new San Carlos emblem and Mr. Keating responded the original Club logo has not changed but refreshed for merchandising.

Mrs. Randall acknowledged Ron Fisher next who had nothing to add or say.

Next Board Meeting: Annual Meeting 16 January 2020, 1800 hours, Elks Lodge.

Terry Weller made a motion to adjourn at 2015 hours, seconded by Seda Butler, Board Adjourned.