

San Carlos Golf Club
Board of Director Minutes
2-13-2020

Attendance: Ron Fisher, Terry Weller, Bob Deeley, Max House, Ed Tully, Seda Butler, Billie Allardyce, Jeff Doyal, Hugh Manning and Gary Keating

Absent: None

President Ron Fisher called the meeting to order at 6:00 pm.

January Board minutes were approved.

Presidents Report: Mr. Fisher reminded the Board that the Club is financially doing very well. We continue to set new records from public play. The course is holding up well under the high traffic. Jason, and his maintenance crew is doing a great job.

Mr. Fisher informed the Board that during the coming months we will be dealing with many issues that need resolution regarding the best interest of the club and we will be sharing many points of view from “If it isn’t broke, don’t fix it” to “We need to grow the business and get into the 21st century”. Ultimately leading to what the owners want.

Vice President Report: No Report

Treasure’s Report: Mr. House reminded us the San Carlos is on a fiscal year (October 1st to September 30th) vs. Calendar Year.

To Date (October 1st to January 31st sales were \$136,000 higher than budgeted and continue to beat budget and last year.

Net income was \$87000 vs. a budgeted loss of \$63,000 or a \$150,000 turnaround and \$148,000 better than last year.

Our bank account is \$654,445. Mr. House recommended moving \$100,000 to a TIAA Bank Certificate of Deposit for 6 months earning 1.65% interest. Motion to transfer the funds was made by Terry Weller and seconded by Hugh Manning; motion passed.

General Manager's Report: Gary explained compared last year vs. this year \$801,000 to \$983,000.

San Carlos Golf Course is hosting an average of 30 groups per day. A group must consist of a minimum of 16 people in order to get the \$21.00 discount. With the discount a group of 16 or more would be paying \$75.00 before 11:00 and \$65.00 after 11:00.

When the pro shop sees an hour or two with no play, they will send out what they call "Hot List", which is an email blast for \$58.00 to fill our openings during those empty hours.

Gary received a bid from Alpine Inc. to have our air conditioner replaced at the price of \$5,833.00, which includes tax, labor and permit. A motion was presented by Max House and seconded by Bob Deeley to accept this bid, motion passed.

Gary also explained that a customer tripped on our outdoor carpet. He received a bid for replacement from Floorz at the price of \$1,050.00. This bid covers replacing carpet in the front entrance as well as back entrance. Motion was made by Ed Tully and seconded by Jeff Doyal, to accept this bid, motion passed.

Committees Reports:

Building, House: Terry announced the completion of the door ramp installation (cooler and snack bar entry door) project is completed. The cooler is in full service and Terry would like to thank the contractor, Ron LaFranco and his crew for a job well done. Terry would highly recommend him for any future work at San Carlos.

The old cooler is being offered to food pantries at no cost to them. The food pantries would just have to remove the cooler from our property at no cost or help from San Carlos.

Greens and Beautification Committee: Jeff Doyal explained that vermicut (scalping down) of the fairways will be done in May. After speaking with Jason, Jeff explained that Jason would like to do a questionnaire in the future, for our members to complete.

Golf Rules Committee: It was recommended by a previous board member that if the ball is standing in the area of the large roots under the tree, a Local Rule would allow pre lift from trees. Men's Association and Ladies Association will talk about what they feel the Local Rule should be and get back to Gary.

By Laws Committee: The Board revisited the By Law changes from the January meeting. Many of the By Laws were ok from what the previous board recommended. A few is still being discussed, but these will be completed before the next Annual Meeting. It was determined that the next By Law vote will be individually.

Insurance Committee: Mr. Fisher explained that the price of our insurance has gone up from \$63,000 to \$69,000 per year. Our present policy was for 3 years and will be up at the end of February. He also explained that our property has not received an appraisal of the buildings in 10 years. A motion by Seda Butler and seconded by Ed Tully to have appraisal done and purchase our new policy; motion passed.

Policy, Rules and Regulations Committee: Mr. Fisher explained that vaping was added the PRR and should be followed.

Membership Committee: It was announced that 4 memberships were sold in January. The average cost is \$3000, which includes the cost of the membership, tax and transfer fee.

Safety Committee: no report

Marketing Committee: no report

Motion was made by Terry Weller and seconded by Bob Deeley to accept the Standing Committee Reports, motion passed.

Suggestion Box: Letter was received from Claude and Josee Marengere and the Finance Committee will be looking at it and getting back to the board.

Old Business: Mr. Fisher explained that the previous board was looking into an insurance claim for the roof from Hurricane Irma. A lawyer has contacted Mr. Fisher and is coming to explain what he can do to get this claim settled since we are past the two years limitations. If we proceed with this claim, a retainer would have to be paid to the lawyer. Mr. Fisher will get back with us at March meeting.

Mr. Fisher also checked on how old our present roof was and learned that it was reroofed in 2007.

Max House took time to explain to the Board Cash Flow and Capital Contribution. He explained how the Capital Contribution started out as an Annual Maintenance Fee categorized as revenue on the P&L statement and thus subject to Florida sales tax (6%) and Federal Income Tax. A club member recommended that we change it to Capital Contribution and categorize it as an increase in Share Holders Equity on the balance sheet instead of the P&L statement, thus negating the need for paying taxes.

He explained that many of our members interpret the label Capital Contribution as money that can only be used for capital items such as machinery, buildings and etc, but this is not true and Capital Contribution can be used as need by the company.

The Finance Committee will be looking at changing the name in the future and having information available for our members to understand how the money can be used when needed.

Mr. House also showed us a cash flow graph that between 2005-2019 we loss 1.5 million on the profit and loss sheet, but generated 2.5 million in cash.

The By Law issue that was brought up at the Annual Meeting regarding paragraph 3.6 and sent to the next regular board meeting was discussed and referred to the By Laws Committee.

New Business: Gary Keating recommends a fence be put around the cooler for security. The Club has credits at Lowes, which will pay for the fence.

Mr. Fisher explained that Terri Randall was the trustee for the 401K at San Carlos Golf Course. He recommended that Gary Keating, our manager becomes that Trustee. Motion was made by Terri Weller and seconded by Billie Allardyce, motion passed.

In the future Gary Keating would like to do a survey to our club members to see what programs our member want to see at San Carlos. This survey would be anonymous and emailed to each member.

Ed Tully bought up the safety of the green tee's on Hole 18. It is in the direct way of the Driving Range and fear of someone getting hit is real. It was suggested that it be moved over in the middle. Gary and Jason will look into this.

Also the bridge area between 15 and 16 needs attention because the plants planted there are growing and fear of a wreck between carts is real.

Ed also suggested that a mirror be placed by the cart barn to avoid an accident between carts. Gary will look into this.

Gary Keating also mentioned that the Driving Range will be looked at this summer

Next Board Meeting: March 12, 2020 at 6:00 pm, San Carlos Golf Course.

Billie Allardyce made a motion to adjourn at 8:00 pm, seconded by Bob Deeley, Board Adjourned.

Minutes Respectively Submitted By

Billie Allardyce