

San Carlos Golf Club
Board of Director Minutes
3-12-2020

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

Absent: Bob Deeley, Hugh Manning

Guest: Ross Matthews

President Ron Fisher called the meeting to order at 6:04 pm.

February Board minutes were approved.

Presidents Report: Financially we are doing very well. Our club continues to set new records from public play. The course is holding up well under the high traffic. Jason and his maintenance crew are doing a great job.

New Carpet has been installed, the air conditioner has been replaced and the fence is done around the new cooler. Our buildings are in the process of being appraised. The insurance company has suggested we double our director liability insurance.

The San Carlos staff has taken numerous steps to address the Coronavirus (Covid-19).

Vice President Report: No Report

Treasure's Report: Max explained that thru February (first five months of our fiscal year) sales were \$1,119,000 and \$158,000 over budget. At the same time net income was \$262,000 and \$165,000 over budget.

Cash in the bank was \$790,000. These are record highs for our club.

General Manager's Report: Gary informed us that the appraisals on our building cost \$2,800.00.

A roofing company is coming to give us a bid to repair or replace our clubhouse roof. The last time our roof was replaced was 2007.

Golf Now has renegotiated a new 3 year contract. Presently we have to guarantee 2 tee times every day and when we are closed on Monday's, we have to guarantee 4 tee times on Tuesdays. New contract will have no rollover when closed, even if we are closed for a week. We will guarantee 2 tee times daily when open.

Gary is looking down the road to purchase and take over or own hardware and software for the club. Initially it will entail some expense, but in the long run it will be better for our club to handle it vs. Golf Now.

Point of sales is not set-up at our club, but this summer Gary wants to look at where our business is coming from geographically.

Motion was made by Seda Butler and seconded by Terry Weller to accept all reports. Motion passed.

Committees Reports:

Building, House: Terry informed us that the new carpet has been installed in the Snack Bar/Pro Shop entry and front entry way to Pro Shop.

New air conditioner was installed in the Main Building.

Fencing around the cooler was completed and Jason's crew did a great job.

Upcoming Projects: The committee will be investigating the condition of the roof on the main building, along with other roofing issues.

The committee will be meeting with GM to discuss any issues with the complex that may need to be addressed.

Keith Taylor and Tom Brown have expressed an interest in assisting the Building and Grounds committee.

Old cooler is still available for free with the understanding that the new owner removes at no charge to our club.

Greens and Beautification Committee: Our maintenance planted several new trees next to the fence on Hole 7.

Jeff handed out the schedule for maintaining our course this summer (April 22 thru September 14th). Our club will begin closing Mondays in May.

Gary is hoping to produce a video this summer which will be e-mailed to our membership showing the work being completed during the summer.

Golf Rules Committee: **By Laws Committee:** Nothing

Insurance Committee: Our insurance company has recommended that we raise the Board of Directors liability from 1million to 2 million. A motion was made by Max House and seconded by Jeff Doyal. Motion passed.

Policy, Rules and Regulations Committee: Discussion took place regarding the Handicap Flags and the blue stakes where the carts are to park. The blue stakes are to be 20 feet from the flags on the same side of the green, to minimum damage around the greens.

Membership Committee: We added a new member in February, bringing our Tier 2 membership to 15.

Safety Committee: no report

Marketing Committee: Gary is putting together an in-house texting program so we can send out specials to our customers. Our employees in the Pro Shop are requesting new customers e-mail addresses and phone numbers, so if the club has a slow day, Gary can send out a special, (for example, Sunday's after 10am, \$58.00)

Motion was made by Terry Weller and seconded by Ed Tully to accept the Standing Committee Reports. Motion passed.

Old Business: Tee Box 18 will be moving this summer for red and green tees. Trees will be planted down by the edge of the water on 18.

Max and Ron went to transfer \$100,000 to TIAA, which was approved by the Board last month when the interest rates dropped. Max and Ron came back to the Board to get an ok to continue transferring the money at a lower rate vs. keeping it in the bank earning no interest. Motion was made by Billie Allardyce, seconded by Ed Tully. Motion passed.

Last month the Board received a letter from Claude and Josie Marengere regarding trackage. They felt that trackage should be determined by calculating the number of rounds played. The Finance Committee determined that the club couldn't do it because of the variability of keeping track. Max House sent a reply letter to Claude and Josie.

Ed Tully asked about a mirror being placed on the cart barn for traffic control. The fish eye mirror has been placed.

Ed also requested last month that we look at helmets for our employees picking up balls at the range. At present we try to close down the aqua range 30 minutes to pick up the balls each day. The employees rotate different times daily to pick up the balls. Long term the aqua range will be looked at for future updating.

Gary has found a company that will produce a survey for our members to take on line. The company will charge \$500.00 for the survey.

New Business: Seda Butler brought to the new board's attention the Dues and Fees families and single members have paid since 1995 till 2020. Max House will take this concern to the Finance Committee.

Suggestion Box: A letter was received from a member that observed six individuals playing together after the ranger had gone home, causing play to become slow. Gary has determined that till the end of March the ranger should stay till 5 pm.

Certificate Holder's Comments: Our guest, Ross Matthews brought attention to his joining San Carlos Inc. in 1981, an original owner of the course. At the time, Ross's paperwork read San Carlos Inc, a not for profit corporation.

Next Board Meeting: April 16, 2020 at 6:00 pm, San Carlos Golf Course.

Ron Fisher made a motion to adjourn at 7:30 pm, seconded by Terry Weller,
Board Adjourned.

Minutes Respectively Submitted By

Billie Allardyce