**San Carlos Golf Club**

 **Annual Meeting**

January 16th, 2020 (Draft)

Elks Club, Bonita Springs, FL

**Attendance:** Theresa Randall, Bob Deeley, Jackie Knight, Keith Taylor, Ron Tarantino, Seda Butler, Terry Weller, Max House, Gary Keating and Certificate Holders of the San Carlos Golf Club.

**Absent:** None

Secretary, Keith Taylor, stated that we have a quorum of the membership.

President Theresa Randall called the meeting to order at 1811 hours and welcomed everyone. Mrs. Randall acknowledged the new members in attendance. Mrs. Randall reported the Club has 249 active certificates, 15 Tier II members, 24 club owned certificates that are up for sale and four members have their certificates for sale. Mrs. Randall updated the membership on completed projects: the washdown station, snack bar cooler, Moose donated bar stools that were recovered by Claude and Josie Marengere in record time. Mrs. Randall acknowledged the volunteers that competed extensive repairs to the snack bar. Mrs. Randall acknowledged everyone that supported the exterior painting of the clubhouse. Mrs. Randall stated the Snack Bar expansion was terminated in July, monies were returned to known donors and thanked those that left the money in the Capital Replacement fund for future projects. The Polices, Rules and Regulations were completely rewritten in July and Max House will expand during committee reports. The Cooler project has been completed and was the last project from the assessment. She added that when the old cooler is removed the mold issue should go away. Mrs. Randall highlighted the practice range improvements, new clocks, speaker system for the started with the intent to improve playing time to four hours adding two more tee times. She thanked Claude, Josie, Bob Skinner and Russ Butler for constructing the Gazebo and the Men and Ladies Association who financed the project. She concluded with it has been a busy year.

Mr. Tarantino acknowledged several longtime volunteers whose services save the Club thousands of dollars each year. Mr. Tarantino recognized the following members and provided them with a plaque: Claude and Josie Marengere, Russ Butler, Ross Matthews, Ron Fisher, Mike Allardyce, and Bob Skinner. Mr. Tarantino said he is not at the club all the time and if he missed someone let him know. The group received a grateful applause from the membership.

Mrs. Randall followed by recognizing our new General Manager, Gary Keating, and highlighting his contributions: added a second register in the Pro Shop to decrease wait times, upgraded our systems to improve reporting, reduced old merchandise and upgraded clothing and equipment, the Snack Bar has been upgraded in the point of sale system where accounting now reports for each item purchased. He continues to motivate his staff to be customer service oriented, as you have probably noticed, and has increased the number of groups at our course for year-round dependable income. Our Board is very proud of his accomplishments follow by an applause from the members.

Mrs. Randall stated the Board would like to address the confusion associated with flipping dues and capital contributions and that family dues are twice as much as single. This is all semantics, if you do the math, everyone is still paying the same total dollars they did prior to the By Law change and increases allowed by the By Laws. Perpetuating the myth that family members are paying more under this scenario is counter-productive, divisive and just not true. Mrs. Randall also informed members that the Employee Holiday Fund is another way for members to show their appreciation to all our employees and that only half our members participated and if it was not for the generosity of a few this fund would have been embarrassing low. In conclusion we believe it has been a successful year overall and your incoming board will be free of the greens debt and can work to improve the course even more. Mrs. Randall thanked the board members for their support and added “let’s have fun on the golf course and tee it up”.

The proposed By Law changes was next on the agenda. Mrs. Randall provided a short overview of the By Law changes and the continued effort from the previous year to standardize the two-Tier systems. She noted and error in Section 1 so Section 1 will remain unchanged. She stated the changes that were approved last year took the club from 167 paying golf member to the current 249. She further stated these changes will align Tier 1 dues to Tier 2 single payment, have the same annual increase rate, rather that two and if approved and all goes well provide the club an opportunity to pursue Not for Profit status. Mrs. Randall asked if Mr. Tarantino had anything to add and he declined. Mrs. Randall then open the floor to questions.

The first question from the floor was about combining the dues and increasing the annual rate up to 7% noting that was more than 5% of $400 (single member) and 2.5% capital contribution. The Board acknowledged that he was correct and that the By Law change being presented is what this vote was for.

Mr. Marengere was recognized next and he requested to read a letter. Mrs. Randall requested he read the portions of the letter that pertained to the By Law changes. Mr. Marengere summarized that the Board was using scare tactics and that the 7.5% was not necessary. Mrs. Randall asked for any additional questions before counting the votes.

Another member was recognized and questioned the financial reports and how the club was losing money. Mr. Tarantino responded.

Mrs. Randall closed the floor to By Law change questions for the vote to be counted.

Mr. Taylor joined Bob Skinner to tally the vote.

Mrs. Randall brought the meeting back to order for officer reports while the votes were being counted.

**Treasurers Report.** Mr. Tarantino reported October 2018 to September 2019, total income less cost of goods sold was $1,719,420.15, expenses were $2,028,122.92 showing a net loss of $308,701.77. He added that capital contributions were $227,000 so the loss was actually reduced to about $81,000. Mr. Tarantino added the changes the club has made and is requesting with this year’s By Law changes is moving the club to a zero-balance budget. Mr. Tarantino stated current checking and savings $415,557.26 and as stated earlier this is what carries the club through May/June. He concluded with statistics reflecting the progress the club is making: October to December this year is up 19% and the Snack Bar is up 15% to last year.

**General Manager Report.** Mr. Keating followed on Mr. Tarantino figures by adding that the Club took in $657,000 October 17 to January 15. Mr. Keating addressed the implementation of the World Handicap system and that everyone probably lost 3-5 strokes. He provided and overview of course conditions, pro-shop activities and upcoming Demo-Days. Mr. Keating noted a few high day receipts of $14,500 and one day over $15,000. He asked the members to support the time of play and support the Rangers to open a couple of more tee times. Mr. Keating said his goal was to improve the average cost of tee times from $37 to $45. Mr. Keating asked for any questions and one member wanted to know what the ratio of outside play to member. Mr. Keating said the percentage was around 60% outside play. Mr. Keating and Mr. Tarantino said they could provide the information. Another member asked about the carts shutting down and Mr. Keating said he had adjusted the geo settings. Another member asked about the logo changes and Mr. Tarantino said the official Club logo was not changed but some merchandising changes were approved. Mr. Keating finished with a joke, thanked the members and received a warm applause.

Motion to accepting the officers reports was made by Mike Allardyce and seconded by Claude Marengere, and approved unanimously.

**Committee Reports:**

**Greens and Beautification:** Mrs. Butler provided the membership a review of projects completed, projects on going and proposed projects. She highlighted the Gazebo area and thanked the volunteers and contributors. She recognized Jason and his staff for their hard work and great support. She concluded by encouraging members to join and become involved with committees.

**Building, House and Security.** Mr. Weller started by thanking Mrs. Randall and Mrs. Butler for covering most of his report. He provided the status of projects: Washdown Station, Walk-in Cooler and potential uses to the old cooler area. He concluded by recognizing volunteers and all they contribute to the Club.

**Insurance.** Mrs. Randall reported the committee met and decided to stay with our current insurers. The Club did add coverage for employment practices liability at a cost of $3,466 and cyber security $330 for a total policy cost of $62,563.39. The club received an additional bill for $4,337 for the annual adjustment. The Club also has an outstanding roof damage claim the board is working. She concluded by thanking Bill Leberge and Paul Glading for serving on the committee.

**Policy, Rules and Regulations.** Mr. House informed the members of the re-write and renaming of the prior Rules and Regulations manual. He concluded by thanking everyone who assisted with the re-write.

**By Laws.** No additional report other than the pending By Law changes vote.

Motion to accept Committee Reports made by Terry Weller, seconded by Ron Fisher, reports accepted unanimously.

Election Results were announced by Mrs. Randall in the order of votes: Ron Fisher 115 votes, Jeff Doyle 93 votes, Billie Allardyce 83 votes and Ed Tulley 80 votes. Mrs. Randall asked the newly elected board members to remain after the meeting.

By Law changes vote results were announced by Mrs. Randall: 85 No votes and 49 Yes votes so the By Law changes were not passed and the current By Laws remain in effect.

**Old Business.** None.

**New Business.** One member suggested Non-Certificate membership opportunities and Mrs. Randall acknowledged his suggestion and said the new board will discuss.

Mike Allardyce proposed a By Law change to section 3.6 to limit fee increases to 5%. He stated the reason for his proposal is that he did not think the Board was justified in this year’s increases. Claude Marengere seconded the motion. Mrs. Randall opened the floor for discussion. Mr. Taylor cautioned setting fixed rate increases. Another member asked if a By Law change could even proposed for the floor. Mr. House reviewed the By Laws and stated By Law changes had to be on the agenda, referencing section 10.1 to be voted on. Mr. Taylor provided a copy to Mr. Allardyce. Mr. Allardyce continued to reference other sections and voting instructions but the Board concluded section 10.1 was the correct section. Charlie O’Hanesian asked if we really want 300 people running our club, that is what the Board is for, which resulted in a direct conversation with Mr. Allardyce. The conclusion to the attempted motion was to pass it on to the new Board.

Mrs. Randall restored order to finish new business and adjourn the meeting. She asked for any additional new business and Mr. Marengere requested to continue reading his letter at which time many disinterested members starting departing. Mrs. Randall and Board allowed Mr. Marengere to finish his letter to request a motion to adjourn.

Terry Weller made a motion to adjourn, seconded by Ron Tarantino, Annual Meeting adjourned at 2020 hours.

Respectfully submitted,

Keith Taylor

Secretary