

**Executive Summary Estero Country Club  
Board Meeting Minutes  
Tuesday, May 14, 2019, 8:00 a.m.**

**Attending:**, Greg Bonnell, Claire Comstock, Don DiBrita, Tom Hochworter, Mike Meersman, Mark Mitchell; via telephone  
Debbi Berit, Mike Kennedy, Ron Rosselot; Lisa Dillinger Staff.

Meeting was called to order at 8:00a.m. by Claire Comstock.

**Consent Agenda** - Claire Comstock

- Consent Agenda –  
*Motion was made to approve the Consent Agenda, seconded, all in favor.*

**Guest Presenters from Davis Engineering and VCA**

- Lake Bank Study – VCA representative and Josh Fruth from Davidson Engineering gave the Board an overview of the study. The VCA is proposing a partnership with ECC. Clarke Construction to be contacted about a bid on the project.

**President's Report** – Claire Comstock

- Approve Committee Participant Additions – *Motion made to add Dan Lawrence to the Memorial Committee and Chip Strapp to the Rules ad hoc committee, seconded, all in favor.*
- Thank you letter received from the Coach of the Marietta College Golf Team.
- Summer Projects – Board reviewed the document of summer projects.

**Operations Report**

- Membership Changes May

**New Members**

<u>New Members</u>	<u>Category</u>	<u>Comments</u>
Larry and Deborah Smith	Silver 1 Family Resident Golf	Belle Lago resident purchased M/M Chain
	Southwind property – Chains retain and transferred to VT home	5.3
Bill and Liz Downey	Silver Family Resident	Purchased M/M Rottier Fairway Bend home 4.26
Daniel and Denise Scully	Silver 1 Family Resident Golf	Purchased M/M Wagner social home 5.6
Michael & MaryBeth Lamagna	Silver 1 Family Resident Golf	Purchased M/M Scheller golf home 5.28
Christopher & Stephanie LeDuff	Summer Golf Program	Live in Belle Lago – under 56 golf potential 5.1
Norm and Linda Parker	Summer Golf Program	Corkscrew Shores-friends of Schmidt & Knapp

**Resign**

M/M Rottier	Social	Resign – Downey purchase 4.26
M/M Wagner	Social	Resign -Scully purchase 5.20
M/M Scheller	Silver Family Golf	Resign – Lamagna purchase 5.28

**Changes**

Robert and Deborah Moulton	Silver Family Resident	Purchase of Zurek 5.15- Non Resident Golf
Melissa Roberge (daughter)	Social	Added to Alice Roberge social membership
David and Josette Potts	Silver Family Resident	Moved from The Reserve to Belle Lago
Mike and Tammy Mooney	Under 56 Family Silver	Purchased W. Healy G. Palm home – closed golf vs. social as previously approved last month
Janice Lanfare	Social	Passed away, husband Lee Lanfare on membership
Ray DeSantis	Social	Passed away, wife Sherry remains on membership
Ross Emby	Widow Downgrade Golf	Effective 7.15 – Widow to Senior Single
M/M Mark Mitchell	Under 56 Family Silver Golf	From under 56 1 family Silver Golf

Golf impact from above at the end of May will be – 329 net golf, 48 sport, 164 social

*Motion made to accept the May membership changes, seconded, all in favor.*

#### **Membership Committee Report – Mike Meersman**

- Sport Membership Cap – *Motion made to cap Sport membership at 50, seconded, after discussion the cap was changed to 55, 8-1 in favor.*
- Ambassador Sub-Committee: Assimilate new members into the Club. Beth Wardlaw to Chair and the committee's duties will start effective November 1, 2019. *Motion made and seconded, all in favor.*

#### **Memorial Committee Report – Carol Berger, Presented by Claire Comstock**

- Motion to approve Bird Box Request
  - We are forwarding for the Board's approval a request to have the bird boxes installed at the quoted price of \$927.50 and the remaining amount of donations made in Doug Dalrymple's memory to be used to defray the cost of maintenance that is now being paid for by Golf Course Maintenance. (\$882.50)  
*Motion made to approve the project, seconded, all in favor.*
- Motion to approve Mission Statement
  - "To beautify and enhance Estero Country Club properties through Memorial and Gift donations and keep an historical record of club milestones."  
*Motion made to implement the Mission statement, seconded, all in favor.*

#### **Finance Report – Debbi Berit**

- April 2019 Operating & Capital Financials
  - **Balance Sheet:** The balance sheet was reviewed first. There were no fluctuations in the balance sheet this month.
  - **Summary Income Statement:** The Net Operating Income for the month was \$59,725 which was \$23,048 favorable to budget. For the first six months of the year, we are \$217,680 better than budget. Part of this has to do with timing differences in fertilizer in the golf maintenance department.
  - **Dues:** The Dues operating statement is new to the income statement this year. Next year we will budget per each line item, to focus on the new level of details. The dues at budget In April.
  - **Administration:** The Administration expenses were \$2,223 over budget in April. The variances included \$1,699 for audio equipment in miscellaneous expenses, legal expenses mostly due to the documents and by-laws. These were partially offset by \$3,975 in audit costs that was budgeted, but not yet spent for tax preparation.
  - **Golf:** The golf course closed during April last year. Total golf rounds for the month were up 23.9% over 2017. Cart rounds and trail fees were higher for the month compared to 2017. Golf merchandise sales were \$7,023 more than budgeted. Year to date golf merchandise sale are just \$2,651 below budget. The greens fee revenue is higher than budget due to guest play and sport members. The cart rental revenue is more than budget due to outside members not having their own carts.
  - **Golf Course Maintenance:** The direct costs including chemicals and fertilizer were \$7,175 over budget for the month, however, they are \$16,348 under budget for the year. This has to do with the weather and timing differences of these expenses. The water expenses continue to be higher than budget due to the dry conditions, the extended watering areas, and the amount of water needed by the new course. Repairs and Maintenance Equipment was \$4,409 more than budget in April. This was due to the Toro 1250 sprayer needed to be sent to Wesco to be disassembled, the Toro 300 sprayer had its 400 hour pump service done and the John Deere tractor needed brake and transmission work.
  - **F&B:** Food sales were \$9,838 more than budget, and beverage sales were \$5,302 better than budget for the month of April. Gross profit exceeded budget by \$11,354 for the month and has exceeded budget year to date by \$59,394. The education line item was high due to the timing of paying for the boot camp. The total loss for the month was \$12,365 less than the budget. Year to date the food and beverage department is operating \$73,128 better than budget.
  - **Capital:** The only capital expenditure during the month of April was \$15,250 for an air conditioner. The construction in progress remained unchanged at \$15,418. Dan reviewed the current year recalculation of the capital budget. The original approved budget was \$483,431, the current estimate for 2018- 2019 is 456,390. Included with the financials is the revised capital budget.

- **Membership:** The Membership worksheet indicates we have 326 golf members as of April 30, 2019. In addition, there are 169 social members and 47 sport members. As of today, we are at the 325 golf member cap. If a non-resident wants a membership, we are going to take an application and a check from them to hold a spot, but they will be told that we do not know what neither the membership fee nor the dues will be when their membership turn occurs.
- **Budget Timeline:** was reviewed and agreed upon.
- **Reserve Study:** Overview of the study. Currently we are funded at about 80% of the recommended reserve.
- **Cashflow:** The updated cashflow was distributed and discussed. We are currently only utilizing the LOC in August and September for the next three years.
- **Finance committee 2019/2020 goals** were reviewed for the first time. A line was added to have a completed budget to the BOG by August 13, 2019.

#### **Golf Committee Report – Mark Mitchell**

- SW Chapter Assistants' event on Thursday, Sept. 26, 2019 - Approved
- Supt. Assoc. Annual Pro-Super tournament 10.29.19 – Approved
- Two tournaments have been eliminated from next year's calendar, 3 Club Challenge & Super Sunday Bramble
- 2019 2020 Tournament Schedule complete except date for Employee Scholarship Fundraiser
- *Motion made to eliminate the Golf Guest Six Pack sales, seconded, all in favor.*

#### **Greens Committee Report – Greg Bonnell**

- Committee Update –  
Wall on #3 - \$12,500 – *Motion to approve this expenditure was made and seconded, all in favor.*  
#2 add 30' of concrete cart path, #16 add 60' of coquina - \$2500 *Motion to approve this expenditure was made and seconded, all in favor.*  
Roll curb additions of 1,360' cost \$22,000 – *Motion to approve this expenditure was made and seconded, all in favor.*  
Overhead Garage Doors - \$28,000 – TJ to get new estimate today.

#### **Long Range Planning Update – Mike Kennedy**

- Approve Heatherwood Construction Contract – 89% of people that came to the meetings want a LRP to update the Clubhouse. Heatherwood to attend the June Board meeting.

#### **Rules ad hoc Committee – Don DiBrita**

- Summer Bar and Clubhouse Hours – Publish 6pm bar closure hours.

#### **Old Business**

- Sun Trail on Railroad Tracks - Proposal is to include the railroad tracks thru The Vines. Write letters to oppose.

**Adjourn** – Motion to adjourn at 1:05pm was made and seconded, all in favor.

**Next scheduled meeting:** Tuesday, June 11, 2019 at 8:00a.m.