

BOARD OF DIRECTORS MEETING MINUTES

Rockport Country Club Members Association

May 26, 2021

A Regular Meeting of the Board of Directors was held on May 26, 2021. Board members in attendance were: Craig Bohn President, Arno Penshorn, Charles Marsh, Barbara Smyth, Jeff Hulse, Red Hunt, and Bruce Hood.

Others in attendance were: Rick DeLoach, General Manager, James Creekmore of Johnson & Creekmore

Craig Bohn called the meeting to order at 4:00 PM.

Approval of Prior Meeting Minutes: Craig asked if there were any changes or additions to the regular meeting of the Board conducted on April 28, 2021, there being none **A motion was made and seconded to approve the minutes from the last Board of Director's meeting conducted on April 28, 2021. A vote was taken and the motion carried.**

Member Correspondence: Craig stated that the Club had received several member emails concerned that the Club was going to change Jimmy Aleman's status as a tennis instructor. Rick noted that Jimmy was not an employee of the Club and works as an independent instructor while using the Club facilities. Jimmy retains all proceeds he collects for his efforts. Craig stated that no change in the Club's relationship with Jimmy is being considered. Rick noted many Clubs have more than one tennis professional and that Brien Sullivan would be assisting with the tennis program much as Jimmy has done in the past. Brien has outstanding credentials and will assist with the expansion of the tennis program. Rick noted that a player develop program for tennis could be implemented along with pickle ball which has been requested by some members. Rick noted that some of the emails identified repairs which needs to be accomplished. Rick pointed out that court resurfacing and court lighting was on the Capital Equipment Plan and will be accomplished as funding becomes available.

October Financial Statements, Operating Results, Past Due Report

- **Financial Statement:** James Creekmore provided a summary review of each item on the Balance Sheet. The following key figures were reported. Total Assets of \$10,460,230, Total Liabilities of \$1,720,161, and Total Equity of \$8,760,224. He also mentioned that the current portion of L/T debt stands at \$151,334. James noted that the Total Cash Accounts was \$625,536. James briefly went over each department's activities and reported the following key income figures: MTD Total Income of \$274,708 vs. a budget of \$237,145; Total Expenses of \$215,437 vs budget of \$212,453; Net Operating Income of \$19727 vs budget of \$(5,408); and Net Income after amortization and depreciation of \$(10,395) vs budget of \$(35,531). James advised the Board that the Club had received the \$51,343.92 refund for the overpayment of sales tax. There is no definitive date for receipt of the Employee Retention Credit.

- Operating Results: Rick summarized the Financial Review Report which provides the highlights for each segment of the Club's business activities, including an over/under analysis of actual performance vs budget for all Club departments. Rick noted that for the month of April 2021 the Club operated close to budget. Rick stated that golf rounds continue to remain high with food and beverage operating near budgeted goals.
- Past Due Report: Rick reviewed the Past Due Report with the Board members. The report remains relatively clean. Jessica Gall's account remains delinquent. The Navy Army Credit Union account is also delinquent. Rick has attempted to contact someone at the Navy Army Credit Union to bring the account up to date.
- Committee Reports:
 - Finance Committee (Charles Marsh) – Charles reported that the Finance Committee met on May 18, 2021. Much of the Finance Committee meeting covered the financial information above. Charles reported that our windstorm provided terminated coverage for all the Club's infrastructure except for the clubhouse and fitness center. Rick noted that another provider had been selected that would cover all Club assets except for the pumphouses located at the Rockport wastewater treatment plant and one near the driving range. Rick is working with the Club's insurance agent to obtain coverage for the pumphouse equipment. Rick provided an update on the swimming pool repair; all valves have been replaced and pool cleaning can be accomplished. The pool is in operation; however, a leak has been detected possibly in the skimmers. A pool company will evaluate the needed repair. Charles reported that the Finance Committee had approved the Green's Committee request to provide an equipment cover for maintenance equipment stored at the maintenance building. Bruce described that cover needed and how it would be used. The cost of the cover is estimated to be \$5,100. **A motion was made and seconded to purchase an equipment cover to be installed at the maintenance building. A vote was taken, and the motion carried.**
 - Golf Committee (Red Hunt) – Red stated that the Committee did not meet in May. Red reported that golf rounds continue to remain high with 1837 rounds played in April. Red reviewed the schedule for the tournaments that are scheduled for the next several months.
 - Greens Committee (Bruce Hood)- Bruce reported that the Committee met on May 7, 2021. Course maintenance continues as scheduled with the sod project on holes #1, #9 and #10 completed. Work on the bridge at hole #1 has been completed with work on hole #5 bridge currently in process.
 - House Committee (Barbara Smyth) – Barbara reported that the Club needs additional employees in the food service area. Rick stated that employee turnover was costly due to the

need to train new staff. Barbara stated that the Club does not have many special events scheduled. Facebook will be utilized more to publicize the availability of the Club for special events such as weddings. Barbara reported that a new menu was being developed and would be available soon. Barbara has had requests from members for a seafood night. Rick noted that this would be possible but would be price higher than in the past. A discussion ensued regarding the speed of food service on Friday nights. Several suggestions were made including making Friday night a specialty night with no menu service and serving only a Buffet. Rick will evaluate possible solutions.

- Membership/Swim-Tennis-Fitness (Arno Penshorn) –Arno reported a Membership, By-Laws, Fitness, and Swim Committee met on May 12, 2021. Arno reported that the Club had 553 members at the end of April 2021 which is a 12-member increase from March 2021. Rick reported that the Club had a special for associate members for the month of May which allows an associate member to upgrade to full membership without payment of an initiation fee. This has proven to be successful with several members converting to full memberships.

Old Business:

- Pool repairs/status update: See above.
- Flagpole: Repair of the Flagpole has been completed.

New Business:

- Windstorm Insurance: See above.
- Tennis Player Development/Pickle Ball: Rick stated that with the addition of the new tennis pro that the Club would be able to build the tennis program by increasing youth interest, tennis player development program, and increase tournament play. One court will be used for pickle ball with David Krischke, an accomplished pickle ball player and new Club member, agreeing to conduct a pickle ball demonstration at the upcoming Member Appreciation Day on June 12.
- TABC Personal History: Rick advised the appropriate members that additional information was needed to meet TABC reporting requirements.
- New Member Approval: Rick provided a list of proposed new members for the Board's consideration. **A motion was made and seconded to approve the new members. A vote was taken, the motion carried.**

- Revised Capital Plan 2021: Rick advised the members that \$20,000 of the Club's operating funds was transferred to the Capital Equipment Fund to cover expenses not funded by 1st quarter CEF receipts. The CEF plan has been revised to allow for this change.

Adjourn: No further business coming before the Board, the meeting was adjourned at 5:20 PM.