

BOARD OF DIRECTORS MEETING MINUTES

Rockport Country Club Members Association

January 29, 2020

A Regular Meeting of the Board of Directors was held on January 29, 2020. Members in attendance were: Craig Bohn, President, Bruce Hood, Charles Marsh, Charles Giese, Red Hunt, Elyce Kahn, Glenn Kliebert, and Herb Sutter.

Chet Cloudt was absent.

Others in attendance were: Rick DeLoach, General Manager, and James Creekmore of Johnson & Creekmore, CPA's

The meeting was called to order by Craig Bohn at 4:00 PM.

Approval of Prior Meeting Minutes: A motion was then made and seconded to approve the minutes from the last Regular Board of Directors Meeting held on November 20, 2019. A vote was taken and the motion carried.

Member Correspondence: None submitted.

December, 2019 Financial Statements, Operating Results and Past Due Report (James Creekmore and Rick DeLoach):

- Financial Statements (James Creekmore)
 - Balance Sheet: James provided a summary review of the Balance Sheet. The following figures were reported. Total Assets of \$10,263,661; Total Liabilities of \$1,859,163 and Total Equity of \$8,404,499. He also mentioned that the cash balance at the end of the year is a little over \$397k. There were no questions regarding the Balance Sheet.
 - Income Statement: James briefly went over each department's activities and reported the following key income figures: MTD Net operating Income actual of \$70,819 vs a budget of \$82,758. Net Operating Income actual for the year of \$188,915 vs budget of \$274,790. Net Income, after amortization and depreciation for the year of (\$40,696) vs. budget of \$52,635 and actual of (\$172,553) vs. budget of (\$86,686) for the year. There were no questions regarding the income statement.
- Operating Results (Rick DeLoach): Rick provided a copy of the Financial Review Report (report referenced), 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. He stated that he was disappointed in reduction of the Clubs year-end cash balance of \$397k. Rick then provided the Board with a Cash Flow Bullet Points sheet which provided a breakdown of

the costs associated with the reduction of the Club's cash balance. Primary areas of concern continue to be Golf Operations, Banquet Business, COGS and kitchen labor.

- Cash Flow Projection (James Creekmore): James Creekmore reported that the Club's cash position as of December 31, 2019 was \$397,068 vs. \$460,117 at the end of the previous month. James stated that the variance from November to December is attributable to the difference between budgeted and actual performance figures.
- Past Due Report: Rick referred to the Member Aging Report and went over it briefly. He reported that the individuals listed with a line through them had paid their bills fully. He also said that all individuals who still owe money have been contacted and collection efforts are ongoing.

Committee Reports:

- Finance Committee (Charles Marsh): Charles reported that the committee had met on January 21, 2020 (minutes attached). He also said that the Finance Committee had received and approved several capital expenditure projects which Rick DeLoach will present to the Board for consideration.
- Golf Committee (Red Hunt): Red reported that the Golf Committee had met on January 8, 2020 (minutes attached). He said the Club had 1,363 rounds of golf in December. He then went over the past and future tournament activity. Craig suggested that Red look into restarting the Sunday Scramble to increase course usage. Craig also suggested that the Club Newsletter be used to encourage new members and their guests to utilize Club facilities.
- Green Committee (Herb Sutter): Herb reported that the Green Committee had met on January 9, 2020 (minutes attached). The bridge on the 14th is now being repaired. Herb stated that stairs for the sand trap on 18th fairway would be repaired/replaced. Glenn noted that the tee boxes were in bad shape.
- House Committee (Elyce Kahn): Elyce reported that the House Committee had met on January 15, 2020 (minutes attached). She said the committee has been working hard to improve F&B operations. She said that they were continuing to work with Chef Gordon to reduce food costs and change the menu to provide healthier selections. Elyce stated that a new breakfast menu has been implemented. Due to the success of the recent "Girls Night Out" function, another like function will be scheduled.
- Membership Committee (Glenn Kliebert): Glenn reported that the Membership Committee had met on December 4, 2019 (minutes attached). Glenn stated that the Committee discussed having Board Committees' chair/co-chair attend their meetings given the success of the Ladies night which resulted from Elyce's attendance. The Membership Committee also recommended

the elimination of the HOA Swim/Fitness membership based on lack of demand. **A motion was made and seconded to eliminate the HOA Swim/Fitness membership. A vote was taken and the motion carried.**

Old Business:

- Maintenance Building: Rick reported that everything is complete except moving the diesel tanks. When they are moved the pumps can be installed.

New Business:

- Annual meeting: The annual meeting is scheduled for March 21, 2020 at 9:00.
- Nominating Committee Status: A Nominating Committee has been established to propose new Board members for consideration by the full voting membership. Membership will be notified of the nominees by email.
- Finance Committee Approved Projects: The Board reviewed the projects recommended by the Finance Committee. As a result, **a motion was made and seconded to approve the addition of stairs at the maintenance facility (\$2,414) and the replacement of fuel pumps and associated electrical hook up at the maintenance facility (2,200 estimate). A vote was taken and the motion carried.**

Adjourn: No further business coming before the Board, the meeting was adjourned at 5:30 PM.