

BOARD OF DIRECTORS MEETING MINUTES

Rockport Country Club Members Association

June 24, 2020

A Regular Meeting of the Board of Directors was held on June 24, 2020. Board members in attendance were: Craig Bohn, Arno Penshorn, Charles Marsh, Elyce Kahn, Bruce Hood, Jeff Hulse, Red Hunt and Jerry Foust.

Glenn Kliebert was absent.

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

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

Approval of Prior Meeting Minutes:

A motion was made and seconded to approve the minutes from the last Regular meeting held on June 27, 2020. A vote was taken and the motion carried.

Member Correspondence: Rick stated that no member correspondence had been received by the Club since the last Board meeting. Rick explained the need for the member email of June 19 which emphasized certain member responsibilities as well as changes made to the hours of operation for the pool.

May Financial Statements, Operating Results, Past Due Report

- **Financial Statement:** James provided a summary review of each item on the Balance Sheet. The following key figures were reported. Total Assets of \$10,433,278 Total Liabilities of \$2,135,745 and Total Equity of \$8,297,534. He also mentioned that the current portion of L/T debt stands at \$173,365. James noted that the Total Cash Accounts was \$640,355, and the Club was beginning to draw down the PPP loan. James also stated that the Club should have little difficulty in liquidating much of the PPP loan amount given the additional time (24 weeks). James briefly went over each department's activities and reported the following key income figures: MTD Total Income of \$227,041 vs. a budget of \$254,249 Total Expenses of \$202,602 vs budget of \$216,471 Net Operating Income of (\$767) vs budget of \$1,304 and Net Income after amortization and depreciation of (\$30,889) vs budget of (\$28,395). James stated that the Club continues to function close to budget projections.
- **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 the Club's total revenue had been

and will be in the future, reduced due to fewer banquets and golf tournaments caused by Covid-19. He reported that Food and Bar “carry out” continues to work well.

- Membership Reports: Rick referred to various membership reports (attached), which show the change in membership for all member categories from August 31, 2018 to the present, the number of new members added since May 31, 2020, including the upgrades and downgrades and a report that shows all categories of membership with total dues revenue for each for the periods ending April 30, 2020 and May 31, 2020. Rick indicated that the month of June has been a good month for new memberships.
- Past Due Report: Rick reported that there are three members of concern on the aging report. All of these have been suspended from charging at the club until their accounts are brought up to date. Rick will continue to work on these accounts to get them current. He also said all individuals listed on the report have been contacted and that he does not see any other troubling issues at this time. Rick stated they would continue to work with past due members to obtain payments.

Committee Reports:

- Finance Committee (Charles Marsh) – Charles reported that the Finance Committee had met (minutes attached) on June 16, 2020 and essentially covered the same financial information previously covered above.
- Golf Committee (Red Hunt) - Red reported that the Golf Committee had met (minutes attached) on June 10, 2020. He stated that the club had a little over 2,052 rounds of golf during May, 347 more than May of 2019. He then went on to go over some of the tournaments that had been rescheduled for the next several months. Red noted that Jerry had agreed to be Chairman of the Member-Guest Tournament. Jerry and Thane will meet to propose an agenda and pricing for the event. Red stated that the one rider per cart guideline had been lifted and that members would be encouraged to share a cart, but it will not be mandatory at this time.
- Greens Committee (Bruce Hood)- Bruce reported that the Greens Committee had met (minutes attached) on June 4, 2020. Bruce noted that aerification of the course continues along with the verti-cutting of fairways. The aerification of tee boxes where appropriate and the use of temporary tee boxes will be evaluated. The use of temporary tee boxes is most beneficial during the winter months. This will allow the permanent tee boxes time to recover. Rick stated that St. Augustine grass was currently being sprayed, but that multiple applications would be necessary. Bruce indicated that the Committee recommended the establishment of a green to act as a practice green and turf nursery. A discussion ensued regarding the use of in-house sprigs generated by verti-cutting the greens or purchasing the sprigs or sod. Rick will get with Derick to determine costs and recommended approach.

- House Committee (Elyce Kahn) - Elyce reported that the House Committee had met on June 9, 2020(minutes attached). Elyce reported that the Committee was beginning to plan and raise money for a patio area and fire pit near the club house. Red said that he could work with Elyce to see existing fire pit installations. The Committee is also working with Chief Gordon to develop a “Bar Bites” menu. The price of these item will be \$4.99. Elyce said that the next “Ladies Night Out” is scheduled for September.
- Membership/Swim-Tennis-Fitness (Arno Penshorn) –Arno reported a membership program called Member Outreach Social Team (MOST) has been set up with 20 volunteer members to ensure that our new members are receiving the information they need to enjoy the Club. The volunteers will contact each new member and assist them with utilization of Club facilities.

Old Business:

- Swimming Pool Pump/Filters: Rick reported that the swimming pool pump has continued to function but would need to be replaced as discussed at the previous Board Meeting.

New Business:

- New Member Program – Rick added to what was previously discussed regarding the MOST program by explaining that all new members that joined after January 1, 2020 would be contacted. This could include going to dinner or playing golf with the new member. Names of new members have been distributed to team members.
- Parking Lot Striping- Red noted that the Board had received a quote for the striping of the parking lot at the Club House as well as the Tennis Court area. Red recommended that this project be approved given the difficulty in seeing the existing parking lot lines. Rick said that the quote was for approximately \$2,500. **A motion was made and seconded to authorize the striping of the Club House parking lot along with the Tennis and Fitness Center parking lot. A vote was taken and the motion carried.**

Adjourn: No further business coming before the Board, the meeting was adjourned at 5:10 PM.