

# BSGAC Board of Directors Minutes

## April 24, 2018

**CALL TO ORDER** Gordon Fogg, President, called the meeting to order at 9:00 am. The following directors were in attendance: Gordon Fogg, President; Dale Mars, Vice President; Marianne Gassner, Secretary; Jimmy Merz, Director; and Gary Knudsen, Treasurer by phone. Also in attendance were Diane Mattas, Club Manager; Jim Sidbury, Accountant; Gary Crandall and David Haydon, Board Advisors.

**Approval of Minutes from previous meeting(s)** It was moved and seconded to approve the previous minutes. The motion passed unanimously.

**Financial/ Treasurers Report** Jim Sidbury reported that \$100,000 was transferred from the reserve account to the operating account due to an increase in expenses at the end of March. The club's cash flow will decrease by June. The use of fertilizer and weed prevention caused an increase in maintenance costs. Under the Food and Beverage portion it was noted that Labor Costs increased over the same period last year. The detailed financial reports can be viewed on-line at [www.BSGAC.org](http://www.BSGAC.org) or by requesting a copy from the Administration Office.

**Course Superintendent's Report** John Plantholt reported on the following items: Equipment, Irrigation, Course Conditions, Staff, and the Capital Improvement projects. Repairs were made to the carryall and sand pro. The controller on Osprey 6 has been replaced and the controller on Heron 4 will be the next to be replaced. Sprinkler heads continue to be an issue. Gordon Fogg asked what John's plans were for tee box improvements. John explained that nematode and fertilization treatments were being applied along with pre-emergent weed control. The building reconstruction continues with the crews showing up once per week. Discussion regarding a possible revamping of the Heron 3 hole from tee box to green was discussed with members of the Board expressing concern over the extent of the modifications being considered.

**Club Manager's Report** Diane Mattas reported that the Beautification Committee has been doing a fantastic job with the tee areas. Diane recommended the Activity Committee add more members. Three new members would be Cathy Crandall, Doris Havens and Deb Nicholls. Gordon Fogg moved that the Committee Chairmen o.k. new members to their respective committees. Marianne Gassner seconded the motion which carried unanimously. Daily rate changes were discussed because of the upcoming reciprocals. Diane reported the golf cart lease will terminate in October and she is looking at exploring options going forward. The Sock Hop netted a \$354 profit and was successful. The Champions Dinner was very successful and the profit from the dinner was \$2454. Golf Now brought in \$1100 in revenue. Options are being considered for interactive internet services with companies similar to Golf Now. Most require long range service commitments; therefore, any decisions will be put on hold for the time being. During 2017 a total of \$30,970 was posted to Golf Card accounts. There was discussion regarding the crowding of the bar area during dining events and whether to have a dedicated bartender to service customers, especially during busy hours. Because of space limitations in the restaurant area, the determination was that the crowding could not be completely eliminated

around the bar area. Diane will be checking the liquor license to see if volunteers could be used to serve patrons, thus alleviating pressure on the waitstaff.

**Committee Assignments** Board Members were assigned to the following BSGAC Committees:

Golf Committee – Gordon Fogg & Jimmy Merz

Food & Beverage – Gary Knudsen

Activity Committee – Marianne Gassner

Golf Course Liaison – Dale Mars

### **Committee Reports**

- a. Golf Committee – The committee completed the calendar of golf events through the summer months. The previous golf events were well-attended and ran smoothly.
- b. Handicap Committee – Both the President's Cup and Club Championship ran smoothly. There was a notable increase in the ladies' participation in both events.
- c. Activity Committee – As previously reported the Sock Hop was successful. The committee has started planning events for the rest of 2018. The next Pub Nite will be Trivia Nite hosted by Steve Hunt on May 14<sup>th</sup>. A "Day at the Races" will be held on June 9<sup>th</sup> in observance of the Belmont Stakes hosted by Steve Crank after the morning scramble.

### **Business Plan Updates**

HR/HR Administration – Marianne Gassner reported initial interviews had been conducted with the Club Manager and job descriptions were being collected. Compliance issues are being addressed. Chris Nassor will be reviewing actual tasks currently being performed with staff and volunteers to evaluate their functionality with a goal of job re-engineering to improve service to the members.

Food & Beverage - Gary Knudsen reported the Food & Beverage area is not making money as previously thought. A review of the overall operation, menu and drinks is being conducted to see what changes can be made to increase the profitability of the restaurant portion of BSGAC. Dale Mars commented the restaurant needed to be open more often to offer more options to the members.

Golf Course Operations – Jimmy Merz suggested that the club run as an 18- hole operation rather than a revolving 27- hole course. Tee sheets are being re-worked to eliminate the current 2- hour window required to clear the course. This suggestion was discussed in length because of the effect on league play. It was pointed out the club could fill the time slots to increase golf play among members and outside play. Jimmy Merz moved that the tee sheets reflect the change to 18 holes, Dale Mars seconded the motion. The motion was carried. A motion was made by Jimmy Merz and seconded by Dale Mars to increase the greens fees by \$2.00 across the board still recognizing reciprocal fees. A lengthy discussion regarding the use of the practice range was held. Jimmy Merz moved, and Dale Mars seconded that range balls be available to anyone (activity member or non-member) with a scheduled tee time and that any non-golf member using the practice range would be charged \$3.00 for 1-hour intervals. The motion passed. The effective date will be May 1, 2018.

Sales & Marketing – Dale Mars and Jimmy Merz led a discussion of different membership avenues BSGAC might take to increase revenue. Play Cards were also discussed. An increase in membership fees for Annual and Seasonal members was discussed at length with all Board members and board advisors participating in the discussion. It was agreed to table the discussion until more options can be reviewed. Dale and Jimmy proposed a program designed to promote BSGAC membership as follows:

Beginning May 1<sup>st</sup> and ending September 30<sup>th</sup>, 2018 – eliminate the \$400.00 initiation fee and join the club at a rate of \$375.00. The club will include a few more incentives such as a free round of golf and possibly a dining certificate. The \$400.00 initiation fee waiver will be effect until rescinded by the Board. The Board approved the program.

The Gold Card Program was discussed. Jimmy Merz moved to accept Gold Card payments be made in any increment over the \$100.00 minimum. Marianne Gassner seconded. The motion was approved, effective immediately.

In a final discussion, the club's cash flow condition was reviewed. Several options including donations, raffles, and possible assessments are being considered.

The next scheduled Board meeting will be May 29<sup>th</sup>, 2018 at 9:00 a.m.

Jimmy Merz moved, and Marianne Gassner seconded that the meeting be adjourned. The motion passed unanimously, the meeting adjourned at 1:01 p.m.

Respectively submitted,

Marianne Gassner, Secretary