

WESTBROOK VILLAGE GOLF CLUB SUMMARY MINUTES

MEETING: WBVGC Board of Directors

DATE: April 8, 2014

LOCATION: Club Conference Room

CALL TO ORDER: The meeting was called to order at 6:00 PM Steve Karch, President presiding

A. **ATTENDEES:** Rick Axelrad, Terry Bice, Roy Chapman, David Frey, Steve Karch, Tom Lodge, Bob Oracheff, Cathy Raich, and Bill Vogt

B. **ABSENT:**

OTHERS ATTENDING: Barbara Jean Strucel, Office Manager, John McCahan, Head Golf Professional, Brandon Evans, Golf Professional/IT, David Escobedo, Course Superintendent and Jim Swallow, Gifting Committee Chair.

D. **JIM SWALLOW - GIFTING COMMITTEE**

1. Jim Swallow gave a brief presentation of the Gifting Committee goals and accomplishments.

E. **MINUTES APPROVED:**

1. Tom Lodge motioned to approve the minutes from the March 11th, 2014 Board meeting.
Rick Axelrad seconded the motion.
The motion was carried.

F. **PRESIDENT/IT – STEVE KARCH**

1. A presentation was made at the Westbrook Village Annual Homeowner's meeting on 12 March that provided an overview of our proposed Lakes Irrigation Project and the Xeriscaping Plan. The Patron Program was briefed and homeowners attending the meeting were urged to support the WBVGC fund raising efforts. Special attention was focused on making homeowners aware of how much their home values were dependent upon the success of the golf courses. Feedback was positive and we're beginning to see non-golfing homeowners actively supporting WBVGC.

2. Several meetings were hosted by David Escobedo with Phil Smith and Marvin Mills to discuss product options for the Irrigation Systems Design plan. Marvin also provided us with some ideas to consider when evaluating the Rain Bird and Toro options. Target date to select product to be used for the Lakes Irrigation Project is 15 April 2014. At that time the Irrigation Systems Design plan can be completed and passed on to preferred construction contractors to obtain their bids.

3. David Frey and Bob Oracheff hosted several meetings with BMO and Chase Bank to discuss financing options, potential course naming rights, and hole sponsorship options. Both are interested in growing relationships with WBVGC and individuals within the Westbrook Village community. Follow up meetings will be scheduled to determine each of their actual interests and commitment to the community.
4. David Escobedo, Tom Lodge, Rick Axelrad, Terry Bice and I met with Rain Bird and Toro representatives on 1 April to review their latest proposals. Primary focus was on reliability and dependability of the products, costs associated with each option, long term cost benefits, and local support from designated distributors. A recommendation will be forthcoming for Board consideration at the 8 April meeting.

G. VICE PRESIDENT / BYLAWS – TOM LODGE

1. At the first Water Rights Committee meeting Tom Lodge presented an overview of the Club's water rights and some of the options available to the Club for capitalizing on those rights. Selling or leasing water rights to the HOA is one option. The HOA is interested and plans to establish a committee to further evaluate this option.
2. Weber Pump has assumed full responsibility for the cost of repairs related to the recent pump failure at the Lakes.
3. Tom Lodge and Roy Chapman met with Peter at the Links Grill with respect to liability issues related to some electrical problems in the kitchen, the health department rating and the dangerous condition of some of the furniture.

H. SECRETARY'S REPORT- RICK AXELRAD

1. The Membership Committee is focusing on the following membership recruitment and retention plans:
 - Analysis of local course offerings and rates
 - Business Sponsorship Program
 - New Brochures
 - Junior Golf Program
 - Members recruiting 6 month members from their home states
 - Realtor Program
 - Golf Now and Cooler Pass data
 - Loyalty Programs

I. TREASURER– TERRY BICE

1. Timelines for money available for the LIP were discussed and data is being gathered concerning the requirement dates, and amounts for different aspects of the project. No firm dates or amount have been defined.
2. The Finance Committee discussed Chase banks status of participating in naming rights, the Bank of Montréal's interest, as well as other lending institution that might be our partner.

YTD Cash Basis Financial Report	FY 2014 thru March 2014		
	Actual	Budget	Variance
Operating Income *	1655.1	1460.0	195.1
Operating Expense *	1255.0	1248.6	(6.4)
Operating Margin	400.1	211.4	188.7
Capital & Leases *	(217.5)	(64.3)	(153.2)
Est. Operating Cash Impact	182.6	147.1	35.5
Reserve Status			
Operating Reserve Balance			
Initiation Fees to Asset Protection Fund	7.5		
Asset Protection Reserve Balance	430.5		
* Pro Shop Merchandise Sales, Range Revenue are net of expenses in Operating Expense			

J. FACILITIES COMMITTEE – ROY CHAPMAN

1. Current condition of the chairs in the links restaurant is in need of repair. Ralph is identifying chairs that we can repair by systematically doing 2 to 4 chairs per day. Carpet in the Links Grill is in very bad shape with a large tear in the dining area. We currently have someone coming in to do a temporary repair on the carpet. We also have that same individual giving us a quote to replace the carpet will follow up with our recommendations for board approval.
2. A scheduled date for the installation of the ice machine at the Lakes course is forthcoming. We have gone back to the vendor and received a new price \$500 lower. The total cost including installation and taxes are now \$7900.
3. Both restaurants have used and worn-out equipment stacked in storage and outside areas of the restaurants. This equipment will be evaluated with the restaurants and disposed of or sold.

K. GOLF COMMITTEE- BILL VOGT

1. Moving the Directors Cup to the last weekend in January, the Member-Guest to mid March, and Club Championship to mid April was received very positively by the Golf Committee.
2. The Golf Committee is in favor of having the option to choose which 6 month your membership includes.

L. GREENS AND GROUNDS / LRP COMMITTEE – BOB ORACHEFF

1. No Report
2. Homeowners have complained about golfers driving along the wall to get to the number 8 white tee box at the Vistas. The area will be roped off as a short term solution.
3. The LRP Committee will not recommend any additional projects with the LIP pending.

M. COMMUNICATIONS – CATHY RAICH

1. Cathy met with Membership/Marketing to review and redesign various marketing materials.
2. Non-Member e-mail was distributed.

N. SALES/MARKETING - DAVID FREY

1. The Tee Marker program has been very successful with 70% sold.

O. UNFINISHED BUSINESS

1. David Escobedo reviewed the recent meetings with irrigation vendors; Toro and Rainbird.

P. NEW BUSINESS

1. Rick Axelrad motioned for the summary forfeiture of sixteen (16) memberships for failure to pay 2014 membership dues or fees in accordance with Article VI, Paragraph G of the Clubs Bylaws. Also, five (5) golden memberships will be permanently retired for non payment of 2014 Fees.
Cathy Raich seconded the motion.
The motion was carried.

ADJOURN: Steve Karch adjourned the April 08, 2014 board meeting at 8:00.

NEXT MEETING: Tuesday, May 13, 2014 at 6:00 PM in the Golf Club Conference Room.

Westbrook Village Golf Club