

## BUDGET & FINANCE MEETING MINUTES

2-27-2019

Attendees: Frank Brown, Bob Kessler, John O'Connor, John Viola, Larry Perrone, Jeff Knepper, Dick Keiling, Steve Tuttle, Frank Daly, Colby Phillips, Colette Horn(on Phone)

- John Viola opened the meeting indicating that the Finance Director gave him a year end forecast of (\$60,000) and John updated the committee on the boards decision to do another salary study.
- Discussion took place regarding the board approved operational study that will not include the Yacht Club or Police departments. A discussion on a GM search seems to indicate there will be no search until the Operational review is done. Jeff Knepper commented that there is about a 3 month useful life on the team approach now being used to run the HOA.
- The Golf Pro reported on Golf Operations. He projects a combined loss of about \$100,000 for this year depending on the upcoming weather. HE reported we already have 9 new members as a result of Bay Club closing and additional outside play has been added(500 rounds) for the spring shoulder season. Terns Grille is trending favorably for the year. Bob Kessler believes we will be at about a \$50k overall loss for the year.
- John Viola asked the pro who is responsible for Golf Maintenance? John's response was it is unclear in that the current org chart does not Andree reporting to him but in reality he is reporting to him. Changes have been made to the organization over the years and the Board has not updated the charts. It was noted that \$25,000 has been added back into golf maintenance.
- Frank Brown reported the country club bids are due on 3-13 and that he has sent the recently discovered foundation plans to the bidders. The Cart Barn and Beach club bids are due on 2-6. The Police and Admin building is due on 3-13 also.
- Frank Brown reported he signed off on the reconciliation report.

- Steve Phillips gave his report on the Jan ending results. We have a positive year to date operating variance of \$130,078. He projects a year end negative variance of \$56,000. John Viola asked 3 times to confirm this projection includes the bonus payouts for the Yacht Club and Beach Clubs. Mr. Phillips confirmed it includes those numbers.
- The Forensic audit is continuing next week and a target date for the final report is end of the fiscal year. Approximately \$180,000 spent and a forecast of a total spend on \$225,000.
- Colby Phillips gave a report on Aquatics and indicated that the salary variance was for facility rentals with a corresponding increase in revenues. She projects a \$30,000 positive variance year end.
- Steve Phillips advised the Beach club will have a positive \$10,000 variance and the Yacht Club Bonus is projected at \$50,000. The management fee for MOC was paid thru Dec 2018 and the projected bonus is being applied each month from Jan to April.
- Discussions on the banquet revenue took place. We do not have a projection at this time. Steve Phillips will discuss with MOC.
- Discussions on Northstar will take place at the next meeting.
- All prior minutes were approved.