

COLD SPRINGS BOARD OF DIRECTORS MEETING April 26, 2018 – Approved Minutes

1. Call to Order: President Brett Robinson called the meeting to order at 5:30 p.m.

Directors Present: Chris Bailey, Leslie Davis, Tom Goldie, Tom Hazlett, Charlotte Henderson, Brett Robinson, Mike Worley

Directors Absent: none

Others Present: Kevin Earl, General Manager; Kathy Goldman, minutes.

2. Approval of Minutes

Minutes of March 15, 2018, were approved electronically prior to the meeting.

3. Financial Business

Summary of Retained Earnings-Current Period/Year to Date: Kevin briefly reviewed and pointed out that although finances are very tight, we are in the black. He reviewed that the Restaurant is doing well and has hired a new line cook. The Pro Shop is also doing well due to sales of hard goods. It was pointed out that perhaps a line item should be added to reflect “buyout income.”

Marketing: Kevin presented a comprehensive slide show report to the Board on marketing strategies for the club, including target audiences, types of memberships, local demographics, methods, approaches, and projections. Effective marketing is a critical component for the club’s future financial health. Haggin Oaks has an extensive marketing program and has invited us to visit. Consideration was given to participation in the Haggin Oaks Expo.

Credit Aging Report: The Board reviewed the report of past-due payments by members. The Board discussed the documentation process that clarifies each member’s financial obligation to the club.

4. Comment Cards and Correspondence

Comment Cards

1. Mike Worley received a card requesting that all baskets for broken tees be moved outside of tee markers. The Board determined not to make a change in current procedures.
2. Mike Worley received a card requesting that the Sr. Champion be given a special parking space. The Board determined that this would not be appropriate because not all members are eligible.

5. OLD BUSINESS

1. CPR Training: Brett Robinson will call Dave Del Rio to reschedule the training for staff and members.
2. Computer System Upgrade: In Feb. 2018 the Board allocated \$10,000 to upgrade the club’s computer system. This process has moved forward and it is anticipated that the new system will go live on June 15. Training is planned for staff and members.

3. Research on \$25 Irrigation Fee: After research by Kevin and Tom Hazlett, and consultation with Derrell Roberts, auditor, a document has not been found that clearly determines if/when the Irrigation Fee became part of dues. It would likely coincide with the date of balloon payment. When a Senior Membership letter went out in about 2006, it said Sr. Memberships do not pay the \$25, probably assuming that would be carried by membership purchaser. It was moved (Henderson/Hazlett) that Sr. Member dues are frozen at the level when they became Sr. Members. Passed unanimously.

4. Mulligan Improvements: The Board reviewed the request from membership at the March meeting for more financial and course information in the Mulligan. The Board agreed that the Mulligan is a good place to communicate more information about course condition and improvements.

NEW BUSINESS

1. Member in Good Standing: The Bylaws specify that members in good standing may vote, but “good standing” is not defined. The Board considered factors such as being fiscally current and not under disciplinary action. Item postponed and will be discussed at next meeting.

2. Buyouts Timeline: The Board discussed the timeline of membership buyout and when play privileges end. Considerations included whether play should end concurrently with buyout, continue through the month similar to selling a membership, or allowing a member to buy out in advance of their actual withdrawal from the club. It was moved (Robinson/Worley) that the buyout is effective and play privileges end on the date of the buyout submission. Motion passed unanimously.

Ballot Process: Tom Hazlett proposed that the process for voting be simplified and include a possibility for electronic voting. This will be added to next agenda.

8. COMMITTEE REPORTS

There were no committee reports.

Adjournment: The meeting was adjourned to Executive Session by president Brett Robinson at 8:00 p.m.

Board Meeting Schedule:

Next Board Meeting: Regular Meeting, Thurs. May 17, 6:30-8:30 p.m. (membership invited)

Votes noted for the record:

Motion	Second	Topic/Discussion	Passed Y or N
Henderson	Hazlett	Sr. Member dues are frozen at the level when they became Sr. Members	Yes
Robinson	Worley	Membership Buyout is effective and play privileges end on the date of the buyout submission.	Yes

Respectfully submitted: Kathy Goldman

Any forms and/or emails submitted have not been validated, endorsed or to be found factual. These documents may be points of view, or description of events. The Board of Directors' intent is to provide a forum for feedback or more detailed explanations, but does not submit these documents to the membership as being true or untrue.