

**BOARD OF DIRECTORS MEETING
ARROWHEAD COUNTRY CLUB
JANUARY 10, 2018**

Terry McKillip called the meeting to order at 5:30 PM.

MEMBERS PRESENT: Terry McKillip, Matt Wiesner, Harv Varness, Al Sabin, Shar Sabin, Jeff Waechter, Scott Gall, Roger Lakin, Rich Firebaugh, Scott Mathson, Nick Venturi

MEMBERS ABSENT: John Mathewson

MANAGERS PRESENT: Melissa Conley, Chad Robbins, Reid Koberg

MINUTES FOR DECEMBER 18, 2017: Motion to approve by Roger Lakin, second by Matt Wiesner, All approved.

MANAGER/COMMITTEE REPORTS:

SUPERINTENDENT (Reid Koberg) and GROUND AND GREENS (Matt Wiesner):

Nothing to add from report submitted earlier.

GOLF PROFESSIONAL (Chad Robbins) and GOLF COMMITTEE (Harv Varness):

Recommendations from the Golf Committee:

On a motion by Roger Lakin and a second by Matt Wiesner, the Board approved the following recommendations:

Guest fees will remain the same: \$45 during the week and \$55 on the weekends (Fri.—Sun.) Cost for guests to play is the same regardless of which cart plan an individual member may have. The guest fee is the same for a player walking or riding.

The red tee markers on #2, 12, and 14 will be moved forward. Chad and Reid will determine exact placement.

Scorecards for one year (9000) in color will be purchased per bid for \$1201.00

No changes made to the designation of “ladies’ and men’s days.” Current practice and times for play remain the same.

BOD were asked to think about options for opening the pro shop later during the week and/or closing it earlier in the evening.

BUSINESS MANAGER (Melissa Conley):

Information regarding the “Best of the Best” promotion from the Journal Star has been received—referred to the Membership Committee.

Melissa expressed the need for CPR training for staff and for additional AED machines.

Melissa will represent ACC in the Wedding Showcase event held on January 26/27. She could use 2-3 volunteers to assist on the 27th.

OTHER COMMITTEE REPORTS:

FINANCE (Roger Lakin filled in for John Mathewson’s absence):

In addition to the report sent out earlier, all managers need to review capital outlay budgets to recommend items that could be eliminated or wait another year or two. Funds for our deck renovation and cart shed roof repair are priorities.

The fees for late dues payments will be enforced.

Bd. members were asked to think about the pros and cons of eliminating our “in-house” charges and requiring either cash or credit cards for snack shop and/or bar purchases.

OTHER FACILITIES (Terry McKillip and Jeff Waechter):

Melissa sent an email to all Bd. members advising that our roof-top units are 20+ years old and potentially in need of replacement. We need to keep this replacement on our capital outlay list.

Terry reported on the status of the deck bids, a meeting with Bob from Lakeside Builders and our request to him to examine our original proposal and cut out as much as possible. Roger Lakin indicated that it was his recollection that the Board wanted more specific estimates on both options, not just the one that Terry outlined. Terry will contact Bob to relay that request.

Terry also reported on progress for the roof repairs on the cart shed. We have had some interest from contractors regarding that project, but still need more information.

MEMBERSHIP (Scott Mathson):

This committee has prepared several possible membership and guest promotions for consideration. On a motion by Scott Gall and a second by Jeff Waechter, the Bd. approved the following initiatives:

A trial membership from March through May for \$400. If the potential new member joins at the conclusion of that trial, the \$400 will be applied to the yearly dues.

A 10% reduction in dues will be given for signing a two-year contract, a 20% reduction for signing a three-year contract, and be promoted through May.

Booklets of 10 guest passes for \$300 and 5 passes for \$175 will be available for members to purchase during April and May. These passes may only be used when playing with a member, and the limit of 5 overall plays per guest per year is in effect.

An afternoon package allowing up to 3 guests to play WITH a member is available for member purchase during June, July, and August for \$89.

A “student Membership” will be available to students under the age of 18 with restricted tee times and approval from our Pro for \$350. The is price also includes 5 guest passes.

Up o \$2500 for “Boost Advertising” on Facebook for targeted audiences. Matt Wiesner will initiate this effort transitioning it to Melissa ultimately.

Chad was asked to prepare a monthly report to the BOD on guest play as a result of these promotions.

LONG RANGE PLANNING (Rich Firebaugh):

Due to the commitment of all available funds for current and immediate future capital outlay, Rich recommended that any further efforts by this committee be suspended until our funding is more stable.

POOL (Shar Sabin):

The storage shed under the stairs has been cleaned and junk cleared out. Chair cost varies significantly, and given the lack of finances, it seems that cheaper options are the best, even with the fact that replacements are needed more often. CPR and AED needs have been mentioned by Melissa earlier. Contact info on last year’s guards and swim team coach is being gathered. Training for staff will need to be done in early May.

SOCIAL (AL SABIN):

Our multiple email lists are being consolidated into one. This has been a time-consuming task with Shar, Melissa, Al, and volunteer Gary Lewis reviewing these lists one-by one.

Once an up-dated, accurate list is prepared, Melissa and the social committee will begin to assign members to the various social events. One of the members on each committee will be asked to co-chair with Melissa.

The committee recommended that the fee for any member electing not to help on one event contribute \$50 (up from \$25 in past years). A motion was made by Matt Wiesner, with a second by Rich Firebaugh to raise that fee. All BOD approved with Roger Lakin voting "no."

In conjunction with the Social Committee, our 60th Anniversary will be promoted in several ways throughout the year, including:

Use the Anniversary as a theme for all social events throughout the year.

Use the Spring Cocktail Party as a kick-off for the Anniversary year.

Added a hog roast event on October 13.

Various signs will be added promoting the Anniversary.

Chad will see about the cost of adding a logo of some type to the scorecards.

PERSONNEL (Terry McKillip):

Rich Firebaugh moved and Al Sabin seconded the motion to move to executive session. All approved.

Scott Gall moved and Harv Varness seconded the motion to move out of executive session. All approved.

OLD BUSINESS:

A final copy of a letter to Mr. Jim Hoerr regarding the fencing on property adjacent to ACC property along holes #11 and 14 was approved by all BOD on a motion by Roger Lakin and a second by Al Sabin.

NEW BUSINESS:

An employment letter and contract prepared by the Personnel Committee was approved by all BOD on a motion by Nick Venturi with a second by Scott Gall.

A motion by Roger Lakin and seconded by Rich Firebaugh with all BOD approving was made to provide Melissa Conley an EPP of \$1500 for the additional work and time needed in taking over the manager's position as well as the transitioning from Cracked Pepper back to ACC management.

MOTION TO ADJOURN:

Roger Lakin moved and Al Sabin seconded the motion to adjourn. All Approved.