

**TIMBERLANE NEIGHBORHOOD IMPROVEMENT & BEAUTIFICATION
DISTRICT**

**MINUTES OF REGULAR MONTHLY MEETING OF THE BOARD OF
COMMISSIONERS**

March 18, 2021, 6:30 PM

Conducted via Zoom

MEETING CALLED TO ORDER (6:40 PM)

Roll call: Chair Jon McGill: present, Ann Berthelot: present, Ronald Evans: present, John Firestone: present. Harry Stumpf: present. Quorum was present. There were 6 panelists (including Donny Darville of Century). Zoom attendees there was one participant.

AGENDA ITEMS

1. Approval of minutes from the Regular TNIBD Meeting of February 18

A. Approval of the minutes for the February 18, 2021 Regular Meeting.

MOVER: Evans
SECONDER: Stumpf
ACTION: APPROVE
VOTE: 5 – 0
YEAS: Berthelot, Evans, Firestone, McGill, and Stumpf
NAYS: None
ABSTAIN: None

2. Century update (Donny Darville)

KPI: In April, the KPI presentation will be updated to include comparisons to last year's actuals. Total play was down slightly in February (winter). Some tournaments were hosted for the first time in nearly a year. There were nine Golf Vantage enrollments. Net operating revenue is above budgeted for the year. Upcoming visits: Donny: April 14 – 16. Bud: April 26 (day of aerification).

Recent visit (in early February) for Budget and Discussion of New Sales: TGR is a complex club in having several types of clients: public play customers, regular TGR members, and Golf Vantage members. Communication and sales strategies are being individualized to those segments.

Private Cart Agreement: Private carts on course are a potential liability. Registration plan is to assure safety of carts and operator's liability insurance. Century to provide a draft private cart agreement.

Umbrella Insurance: details on size of umbrella coverage for property under discussion.

3. Treasurer update

January: Income was over our estimates. Actual expenses were just below estimated expenses. Balance sheet looks good.

4. Fiscal Year 2022 Budget Draft

Revenue: Income was calculated based on actuals from January 2020 through February 28, 2021. The remainder of the fiscal year was estimated through March 31. Budgeted revenues represent an estimated (10%) increase. The Sheriff assessment fees are shown in this budget as an expense. Previous version was simply netted.

Expenses: Expenses are based on actuals from the previous year and known increases. The Commission is being conservative in estimating expenses to the high side. For example, accounting and administrative fees have been increased (including amounts for professional help in accounting and website operation). The Sheriff's fees (for collecting the assessment) are now shown here. Legal fees estimated at \$10,000).

Capital outlay line added. Due to increased revenue and decreased expenses, a capital outlay plan has been included in the budget. Capital outlay for FYE 2021 include the bridge repair, adding the grappling bucket, installation of the concrete slabs and mats on the driving range, and the purchase of a metal tournament tent.

Procedure: Notice to Advocate should run tomorrow (3/19/21). Budget and budget message will be posted on website and at the Old Pro Shop. It will also be delivered to the Clerk of Court office. Meeting on March 31st will include a public hearing. After receiving comments, if any, the Commission will vote on adopting the Proposed Budget as the Actual Budget.

A. Adoption of the Proposed Budget

| | |
|-----------|---|
| MOVER: | Stumpf |
| SECONDER: | McGill |
| ACTION: | APPROVE |
| VOTE: | 5 – 0 |
| YEAS: | Berthelot, Evans, Firestone, McGill, and Stumpf |
| NAYS: | None |
| ABSTAIN: | None |

5. Membership

Membership discussion: Memberships are the long-term key to success at TGR. Process is driven by stages of improvement. Plan: drive daily play to increase revenue with which to improve the course. Then, we can provide a product to improve membership. Golf is not the only selling point, however. COVID short-circuited some of the plans to add club activities to attract membership. Café Hope is ready to help push these events. Messaging and signage about membership will continue to improve.

6. Annual Report

Due March 31st: Roles for report were assigned. These need to be back within one week.

John: summary of agendas and minutes.

Ann: Treasurer events: accounting integration / audit / budget.

Ronnie: golf course improvements.


Harry: legal / admin accomplishments: definition of membership, succession of officers.

7. Irrigation and Source Plan

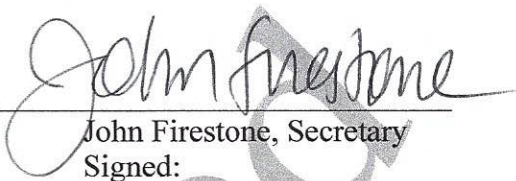
Donnie, Richie, and Ronnie to develop the plan and then share with Chairman and the rest of the Commissioners.

6. Adjourn (8:01 PM)

MOVER: Harry Stumpf
SECONDER: Jon McGill
ACTION: ADJOURN
VOTE: 5 - 0
YEAS: Berthelot, Evans, Firestone, McGill, and Stumpf
NAYS: None
ABSENT: None



Jon S. McGill, Sr., Chairperson
Signed:



John Firestone, Secretary
Signed:

Date: 4/15/2021

APPROVED