

**TIMBERLANE NEIGHBORHOOD  
IMPROVEMENT & BEAUTIFICATION DISTRICT**

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

**March 19, 2026, 6:30 PM**

**Conducted at Café Hope, Gretna, LA**

**MEETING CALLED TO ORDER (6:30 PM)**

Roll call: Chairman Jon McGill, Vice Chairman Ann Berthelot, Commissioner John Firestone, Commissioner Jan Langford, and Commissioner Louis Vaughn, all present. Quorum was present. Panelist: Donny Darville. Attendees: One present.

**AGENDA ITEMS**

**1. Approval of the Minutes from the Regular February 19, 2026, TNIBD Meeting**

MOVER: McGill  
SECONDER: Berthelot  
ACTION: APPROVE DRAFT MINUTES  
VOTE: 4-0  
YEAS: McGill, Berthelot, Firestone, Vaughn  
NAYS: None  
ABSTAIN: Langford

**2. Agenda Modification and Approval**

Chairman McGill made a motion to modify the agenda to add approval of the minutes of the regular January 15, 2026, which had been tabled at the February meeting.

MOVER: McGill  
SECONDER: Firestone  
ACTION: ADD AGENDA ITEM: APPROVAL OF JANUARY 2026  
DRAFT MINUTES  
VOTE: 5-0  
YEAS: Berthelot, Firestone, McGill, Langford, Vaughn  
NAYS: None

**3. Approval of the Minutes from the Regular January 15, 2026, TNIBD Meeting**

MOVER: Firestone  
SECONDER: Berthelot  
ACTION: APPROVE DRAFT MINUTES OF JANUARY 2026  
REGULAR MEETING  
VOTE: 3-0  
YEAS: Berthelot, Firestone, Langford

NAYS: None  
ABSTAIN: McGill, Vaughn

#### 4. Golf Course Update

Chairman McGill introduced Donny Darville, the Vice President from Century, who visits the course generally in the spring, June, and fall for the transitions and in the winter for budgeting. Donnie's visits allow for on-site strategy and assessment. Chairman McGill then further explained the budget planning cycle. The annual budget process begins with the TGR initial proposal in November/early December, followed by strategy discussions and hammering out details. The goal is typically to have a proposed budget by February and pass it at the March meeting, as the fiscal year ends on March 31. Although the FYE 2027 proposed budget was not ready until this meeting, the implication for TNIBD as a government entity is minor: spending is restricted to 50% of the prior year's allocated budget per category until the budget is passed. The budget is expected to be passed in April, long before that restriction would become a problem.

Donny Darville and Commissioner Vaughn then proceeded to provide the golf course update. Donny stated that the golf course is in excellent condition, with the fairway conditions way ahead of schedule and very few thin areas. The improved condition of the fairways is partially attributed to three applications of fertilizer last year, compared to only one in previous years.

The greens still have overseed, and there are thin areas that often require re-sodding around May. This year, the strategy involves chemically slowing down the winter grass using a spray to allow the Bermuda grass a better chance to take over and fill in thinner spots. This chemical application is possible due to a warmer winter and better underlying conditions, which reduces the risk of bare dirt.

A significant project involves lake improvements, including creating a white rock border along the bank of hole #17, which Donny stated looks fantastic. The remaining rock purchased under the approved \$5,000 budget will be used to replicate the project on hole #8, and there is a possibility of extending this rock border to hole #18 next year.

A new putting green has been built near the #1 tee, with sod expected to be placed around May, providing an extra practice area for players waiting to tee off. The starter shack renovation has been completed, now featuring a clean, professional look with flowers, a clock, and signage.

With reduced mowing during the non-peak growing season, the staff has time to focus on cleanup projects. These include removing piles of debris, dead trees, and spraying the new rock borders along the lakes to prevent weeds. The maintenance of the lakes, including managing algae and duckweed, has been challenging for the in-house staff. The management team is recommending outsourcing this to a pond management company with a budget request of \$10,000 for consistent service. Outsourcing this task will provide consistency and hold the company accountable for the appearance of the lakes.

There is a leak in a line between holes #4 and #5 that is due to water pressure from the lake that occurs only when the lake is filled up. Addressing the requires digging up a section of the cart path. While the leak is annoying, the priority is completing cleanup tasks such as removing dead trees while the staff has time outside of mowing duties. Chairman McGill emphasized that proposals for new projects should be approved only when other, higher-priority, tasks are completed.

He mentioned that they had discussed the possibility of hiring two designated maintenance employees, but the consensus supports outsourcing certain specialized or non-core tasks. The

rationale is that outsourcing work such as spraying for weeds or other repetitive tasks to a professional company is more cost-effective than hiring employees, considering the attendant costs of benefits and payroll taxes. Outsourcing these tasks ensures they are completed even during peak growing season, when in-house staff is busy.

Commissioner Berthelot inquired whether cleaning of on-course bathrooms should also be outsourced, especially considering that there are plans to outsource cleaning of the pool bathrooms over the summer. Commissioner Vaughn replied that the staff believes they can currently handle the on-course bathrooms, but if the contracted company for the pool bathrooms proves satisfactory, they may be offered a year-round contract for monthly cleaning of the on-course facilities.

## 5. Century Update

Donny then continued with the Century update. KPI: February saw nearly record-high rounds (1,500), marking a 33 percent increase from the previous year, placing the year-to-date rounds up 9 percent, even with more bad weather days this year than last year. The average daily rate is near \$53, and there were five new golf memberships with only three resignations, increasing the count to 115. Pass sales, particularly the \$99 option, were strong.

Donny stated that he has changed the KPI reporting format to display previous year's actuals, followed by the budget, and then the current year's actuals for easier comparison. For the March KPI, Jon McGill requested that actual figures from 2023 and 2024 be included, and possibly going back to 2020, to provide a historical overview, which he noted is quite impressive.

The overarching financial goal is for TGR to become net zero, meaning they can operate without tax money. This requires a net operating income gain of approximately \$350,000 over four years. The strategy focuses on continually growing revenues while maintaining minimal expense increases, as the current expense load is considered appropriate for the product and market. February showed strong financial performance, with \$18,000 in additional revenue, largely from cart and green fees, and range revenue that exceeded expectations. Year-to-date TGR budget performance is favorable, with a negative \$290,000 actual shortfall, which is significantly better than the estimated \$350,000 shortfall, placing us on track to potentially reach net zero in four years.

To increase revenue, tee times were shortened from 10 minutes to 7 minutes, estimated to increase guest and cart revenue by \$100,000 this calendar year. Ten extra rental carts from Yamaha are scheduled for delivery next month to manage peak demand and increase tournament revenue. Furthermore, the Friday rate was increased from \$45 to \$55, which has shown no negative impact on rounds played. Management is also monitoring competitors, noting that City Park closed temporarily from January through March, which has helped range pass sales.

The Junior Executive membership category is showing the strongest growth, and management intends to focus on attracting this group. This focus is linked to the upcoming First Tee program, which is expected to increase activity and create sales opportunities for memberships and range passes.

Donny stated that TGR has reached a "sweet spot" where they can absorb more rounds without increasing costs, having invested previous revenue increases back into the course to drive price and membership value. The primary factor driving the price charged for a round of golf is the market competition, as golfers look online to compare prices at various courses. Course conditions, particularly the greens, are also critical, as poor conditions negatively impact the number of rounds played.

All capital investments, including the future cart path project, have been paid for in cash, eliminating interest payments. The course is currently running at around 25,000 to 30,000 rounds per year but could comfortably absorb 35,000 rounds without negatively impacting employees or course conditions. Reaching 30,000 rounds, assuming everything else remains constant, would put the operation "in the black."

Donny noted that the price of fertilizer has been guaranteed for the next shipment, but Jon McGill argued that they should immediately order and stock the May or June delivery since we have both the cash and the storage space. The decision is based on protecting against potential price spikes due to supply-and-demand issues.

## 6. Treasurer Update

Commissioner Berthelot presented the financial statements for January 2026.

**TGR:** There were four closed / bad weather days. Revenues: Revenues were **favorable** to budget, with all categories exceeding budget. This was the first month when passes exceeded budget. Expenses: Payroll and expenses were overall favorable to budget, despite cart repairs being over budget this month.

End result: After management and incentive fees, we are **favorable** to budget for January primarily due to consistently strong play.

**TNIBD: Income:** The 2025 assessment revenue payments were recorded as income in this month. No donations were recorded as income in January. Expenses: Repairs & Maintenance were over budget due to pool chemicals having not been budgeted for in January. We are **above** budget for expenses; however, this is primarily due to depreciation.

TNIBD Net Income ended **unfavorable** to budget primarily due to depreciation.

The overall Net Income for TGR and TNIBD is **unfavorable** to budget in January by \$-6873. The overall Net Income for TGR and TNIBD YTD is **unfavorable** to budget by \$-57,889.

After removing the accounting requirements of negative depreciation and positive income created by Café Hope improvements:

- The overall Net Income for TGR and TNIBD is **favorable** to budget in January by \$16,498.
- The overall Net Income for TGR and TNIBD YTD is **favorable** to budget by \$146,692.

Financial reports are subject to change based on our end-of-year review.

## 7. Lease Update

Chairman McGill stated that the lease agreement with First Tee is nearing completion and is pending final execution. Robert Wolfe and the team are ready to begin renovations on the new gym space, which has already been prepped. The lease is for ten years; for the first five years, payment will be in the form of renovations carried out by First Tee, followed by five years of monthly rent at \$2,500. Chairman McGill anticipates that amount will increase when First Tee renews after the initial term. There are additional financial advantages as well: First Tee will pay

for flood, wind, and hail insurance on the building, reducing TGR's insurance costs, while TGR remains responsible for maintenance outside the walls.

Chairman McGill then reviewed the plans for relocation of the fitness area. The initial plan for outdoor access to the bathroom was scrapped because of security and safety concerns. He stated that Luis Arocha provided Café Hope space to build a bathroom inside the gym area, which will keep the pool area closed off and give the 24-hour gym its own separate entry and exit with a dedicated bathroom. TGR and First Tee will split the cost of replacing the air conditioning unit in the building.

He added that we plan to keep the current gym equipment, acknowledging that it was purchased and donated some years ago. The existing equipment is satisfactory for now, but we intend to begin planning for equipment upgrades next year. Chairman McGill indicated that increased participation in the gym, once everything is set up, will justify the investment of funds for new equipment, potentially through a leasing model.

Chairman McGill concluded by observing that the primary operational concern is shortage of parking, which is an expected "pain point" due to the increased traffic from First Tee operations. It was agreed that there is no immediate option to solve this. However, if the increased traffic leads to substantial revenue, he noted that the District owns a space beside the tennis court, which could be paved to create at least 50 parking spots.

#### **8. FYE 2027 Proposed Budget**

Chairman McGill presented the FYE proposed budget. Noteworthy items follow.

As background, he noted that last fiscal year, for the first time, TGR reached \$1 million in total revenue. For the current year (actuals through February plus estimates through the end of March), we anticipate total TGR revenue of \$1,192,670. For FYE 2027, projected TGR revenue is \$1,234,996. TNIBD District revenue is a constant \$1,015,950, reflecting the fixed \$1,950 tax assessment per parcel. The total projected revenues for FYE 2027 are \$2,272,946.

The interest income in the FYE 2026 budget was projected to be high due to the district having held onto capital that later went to payment of the pool renovations and due to higher interest rates. The interest income projection for FYE 2027 has been adjusted to \$22,000 to reflect the decline in interest rates and the use of capital to cover expenses of the pool renovation. The projected beginning fund balance for the next fiscal year is \$1,057,996.

Chairman McGill also noted that Donny Darville had requested \$10,000 be budgeted for next year to outsource pond maintenance and that this has been included in the current proposed budget.

Accounting and legal fees have been combined into one budget item. Chairman McGill explained that legal services are now outsourced, as he no longer handles legal matters. He stated that he had hired an outside attorney a year ago to ensure the new counsel becomes familiar with and understands the different entities involved in TNIBD, Century, TGR, and Cafe Hope operations. He stated that he brought legal counsel into the finalizing of the First Tee lease to familiarize them with all parties' roles, so that they will be fully ready when the chairmanship of the Commission changes hands.

Chairman McGill then noted that administrative fees are budgeted at \$27,000, covering such expenses as Dropbox, website, and required public notices in the newspaper. He stated that he prefers the current budget format, which fits all the major categories on one page so that people can more readily see the big picture. However, he observed that a future chairman or treasurer

might decide to change that format to add more categories that provide more granular information.

Chairman McGill then pointed out that the audit is an expense included in the TNIBD by-laws by choice. It is not required by Louisiana law, as the District falls into a category of public entity for which an annual audit is optional. Although it involves a lot of work, the audit process has been beneficial, and the District has passed the audit successfully every year. Chairman McGill stated that although the requirement for an annual audit could be removed by a change in the TNIBD by-laws, he finds it prudent to keep the audit (and the related expenses). The fact that the Commission's actions have been analyzed annually by an independent, state-approved auditor demonstrates to the members of the district that the Commission is consistently transparent in all its actions, has demonstrated fiscal prudence, and has exceeded the requirements of state law. Commissioner Berthelot added that the audit fees vary from one year to the next because there is a portion of the audit that is completed every other year, not every year.

Chairman McGill continued by explaining the debt interest expense (\$31,000) and debt principal payments (\$57,000). As background, he stated that when the District took over from the former Timberlane Country Club, there were two outstanding SBA loans, a \$300,000 loan against the driving range, a line of credit that was fully maxed out, an irrigation loan, and other loans. All have been paid off except for the two SBA loans. The budget line items apply to those SBA loans.

Chairman McGill then praised the efforts of Michelle Preuss and Donny Darville. The categories that appear on the budget comprise a massive amount of data on hundreds of spreadsheets. For FYE 2026, they budgeted \$1,493,591 for total TGR expenses. The final amount is projected to be \$1,487,344: a difference of just over \$6,000 in a budget of nearly \$1.5 million. That they projected so accurately is impressive in itself, but it is all the more remarkable given the that we experienced some unexpected expenses during the year that totaled \$6,000, including a break in the water line supplying the restrooms on the south side leading to an additional \$3,000 water bill and another \$3,000 water bill resulting from a break in the pool.

Chairman McGill also noted that budgeted revenues are up by 19 percent, whereas expenses are up only 6 percent. So, we are now at the point where the gain in revenues is exceeding the increases in expenses. Formerly, revenues and expenses were almost equal; that is, increases revenues were offset by expenses reflecting monies put back into course improvements. Donny added that Century has started tracking what they call the "spread," which is the difference between revenue growth versus expense growth. In budgeting, they generally aim for a spread of 2 to 3 percent—TGR is now at 13 percent. Chairman McGill then commented that if we can continue to achieve a double-digit spread for the next few years, which he believes is very attainable, we can reach the goal of "net zero" wherein golf "pays for itself."

In just these few years, he continued, we have taken the property from imminent foreclosure to where it is almost able to run on its own. During that time, we have spent nearly a \$1 million in capital improvements, have paid off over \$700,000 of debt, and increased operating expenses to improve the quality of the product.

Chairman McGill proceeded to explain the increase in the capital outlay budget item (\$318,000). The reflects \$30,000 in pool renovation for improvements in the outdoor space (lighting, outlets, ventilation), gym repairs, cost of replacing the air conditioning system, and \$200,000 for long-needed repairs to the cart path. This amount will not cover the cost of repairing the entire cart path; the plan is to stagger the cart path improvements.

Having reviewed key items in the proposed FYE 2027 budget, Chairman McGill made a motion to approve it.

MOVER:	McGill
SECONDER:	Berthelot
ACTION:	APPROVE PROPOSED FYE 3/31/2027 BUDGET
VOTE:	5-0
YEAS:	McGill, Berthelot, Firestone, Langford, Vaughn
NAYS:	None

Commissioner Firestone outlined procedures to notify the community of the budget's availability for review before the public forum for budget discussion, which will take place at the April 23 TNIBD meeting. The budget will be posted on the TNIBD website and notice placed in the *Times-Picayune/New Orleans Advocate*. The Board of Commissioners will vote to adopt the budget after conclusion of the public forum.

**9. Adjourn the Meeting (8:17 PM)**

Chairman McGill made a motion to adjourn.

MOVER:	McGill
SECONDER:	Berthelot
ACTION:	ADJOURN
VOTE:	5-0
YEAS:	McGill, Berthelot, Firestone, Langford, Vaughn
NAYS:	None

  
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 Signed: Ron McGill, Chairman

  
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 Signed: John Firestone, Secretary

Date approved: April 23, 2026