

**TIMBERLANE NEIGHBORHOOD IMPROVEMENT & BEAUTIFICATION  
DISTRICT**

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

**October 17, 2024, 6:30 PM**

**Conducted at Café Hope, Gretna, LA, and via Zoom**

**MEETING CALLED TO ORDER (6:51 PM)**

Roll call: Chairman Jon McGill, present; Ann Berthelot, present; Gary Chauvin, present; John Firestone, present; Pamela Russell, present. Quorum was present. Panelists: Luis Arocha, Donny Darville. Attendees: Six attendees present at clubhouse, none via Zoom.

**AGENDA ITEMS**

**1. Approval of the Minutes from the Regular September 19, 2024, TNIBD Meeting**

MOVER: McGill  
SECONDER: Berthelot  
ACTION: APPROVE DRAFT MINUTES  
VOTE: 5 – 0  
YEAS: Berthelot, Chauvin, Firestone, McGill, Russell  
NAYS: None

**2. Café Hope Update**

Luis Arocha provided an update. Luis stated he met with the contractor Robert Wolfe this morning. Estimated completion time is three weeks for ground floor, and four to five weeks for the top floor. Floor refinishing and polishing have begun, grids are going up on the ceiling, and air conditioning work is almost complete. The special-order stair pieces are still being manufactured; these must be completed in the shop, not on site. Luis added that the rails on the back stairs have been installed to allow for an additional exit the second floor, thereby bringing that up to code. Luis stated that he is looking forward to being able to use ballroom instead of having to squeeze all events into the dining room. He is especially excited about the revenue they expect to generate. He stated that Café Hope already has a gala booked on November 9 and has been assured the ballroom will be ready.

**3. Motion to Amend Agenda to Move Golf Course Update to Precede Century Update**

MOVER: McGill  
SECONDER: Berthelot  
ACTION: APPROVE DRAFT MINUTES  
VOTE: 5 – 0  
YEAS: Berthelot, Chauvin, Firestone, McGill, Russell  
NAYS: None

#### 4. Golf Course Update

Commissioner Chauvin provided the update. He stated that the course is in excellent condition, adding that the tee boxes and greens are looking very good. He also stated that TopTracer has been a big hit: he has never before seen as many people on driving range, and Richie had told him that they've sold three times the number of buckets of golf balls that they usually sell.

Commissioner Chauvin stated he believes the growth will continue, especially as we expand offerings to include food and drinks. He stated that with Top Tracer, TGR is unique among golf courses on the Westbank. An Open House / Grand Opening of the Top Tracer-enhanced driving range is planned for October 29 from 4 to 8 pm.

Commissioner Chauvin then reported that the greens have been overseeded for the growth of winter grass; we are being proactive to ensure the health of the greens in the coming season.

Commissioner Russell added that the rest rooms on the south side, damaged so severely by Hurricane Ida, are finally complete, and a water cooler has also been installed. She noted the final inspection has occurred and the permit has been closed.

#### 5. Century Update

Donny Darville was present by Zoom and provided the update. KPI for September: For the five-week period, rounds played were down 23 percent, but only 10 percent down from the nonmember (guest) side (decline in rounds from members don't represent a loss in revenue). Revenues for carts and green fees for nonmember rounds are the same as prior years; average fee per round is up to \$53.58. Weather played a large role in decline of rounds played; we had three times the number of rained-out days as we had in prior years. Even with fewer rounds this past month, the year-to-date rounds are about the same. Average fees per round, year to date, are nearly \$52 for the fiscal year.

Chairman McGill noted that when there are more than five bad weather closure days, we lose half a month's revenue because out of every ten days, there are four days of maintenance. The fact that we are still doing 400 rounds when losing almost 50 percent of the month is significant.

Donny then stated that they had a lot of people enrolling in memberships and GolfVantage right before these programs were being phased out, and they had fewer resignations. These numbers will be reflected in the KPI for October. Donny stated they will also be adding the driving range and annual pass revenues to next month's report.

Donny then stated that total revenue was slightly short of budget; but with fewer expenses, they ended close to budget. Year to date they are about \$33,000 ahead of budget. Chairman McGill added that the TNIBD is six months into this fiscal year; even with two months of severe weather closure days, and TGR has just transitioned to the new model, we are still \$1,780 ahead of budget. This is due to the Commission's conservative estimates in budgeting. Moreover, November and December are often very good months for the course, primarily because of the overseeding leading to high quality of the winter course. Even now, just the ball sales have tripled.

In determining the effects of the TopTracer addition, Chairman McGill noted that it was decided to include the cost of the TopTracer in the annual passes; if it were priced separately, it would be too difficult to "police" who is and who is not using it. He also stated that TopTracer is likely to be more active in winter, when regular golf play hours decrease because the days are shorter. He also praised Richie Tomblin, who a year ago foresaw the need for LED lights for the range. Chairman McGill also commented that years ago, some urged that the driving range be sold; fortunately we did not act on that suggestion, because now the driving range is likely to become

an increasingly significant revenue generator. There may be other enhancements considered for the driving range bays in the future, including heaters and a water fountain.

Chairman McGill noted that these and other ideas reflect a long-range vision the Commission has for the District. He added that he is in the process of creating a written plan, to be released in 2025, that outlines the achievements of the District so far along with the vision for the future. He noted that these ideas have been articulated in discussed in meetings, and going forward it will be put on paper.

Donny noted that they began selling passes on October 1 at three levels. So far, they have sold nine passes at the \$99 price, one at \$249, and one at \$1,000. He also noted that the range sales in the same time frame last year were a little over \$2,000; this year, the amount increased to \$6,500. Donny stated that the current members are staying; the passes are all added revenue. The upcoming challenge for assessing the effectiveness of the change on a month-by-month will involve monthly revenue (from memberships) versus one-time annual revenue (from annual passes). Nonetheless, the key is that revenue is being added.

Donny also added that they have extended the range hours. The opening party is being marketed on social media. Discussion followed about other possible methods of advertising the range.

The proposal for pond recovery was then discussed. As background, Commissioner McGill stated that he wanted to use this to illustrate the process of proposal and approval of expenditures. This will be especially important in the future, when new commissioners are in place who do not have the institutional memory of the current commissioners. If a member proposes an issue that needs to be addressed, TGR need to determine whether it is a priority, whether it must be done now or can wait until the next year, and whether it is budgeted for. If it is not budgeted for, they are to use a proposal form to show all the particulars, including (if applicable) the return on investment. The process is that the proposal is prepared by TGR, then goes to Century for their review and approval, and then to the Commissioners. Using the pond proposal as an example, Chairman McGill pointed out the items that needed correction. He stated that although he normally would not point this out in a public meeting but rather address it beforehand, he wanted to illustrate the process, the rationale behind it, identifying problems and inconsistencies, necessary documentation, and the steps for correction.

Donny then addressed the golf course equipment. He had just emailed Chairman McGill the total package. Four years previously, Century had recommended a dollar buyout; therefore, TGR now owns the equipment. Some equipment will be turned over and replaced, but other equipment lasts beyond the lease expiration and will be kept. Chairman McGill asked both Donny and Commissioner Chauvin to examine the lists and provide their assessment. Effects of interest rates on lease/purchase of future equipment will also be assessed and financing options examined.

## 6. Treasurer Update

Treasurer Ann Berthelot presented the financial statements for August 2024. Monthly treasurer reports are posted on the TNIBD website. Noteworthy items follow.

**TGR:** There were 8 closed / bad weather days. Revenues: Revenues ended just under budget. Course was again impacted by continued rain. Expenses: GCM overages occurred in Chemicals applied (with savings in prior months), Fuel (budgeted in other months), R&M Equipment since we are out of warranty, and a necessary small equipment purchase.

After management and incentive fees, we are **unfavorable** to budget for August.

**TNIBD: Income:** No 2023 assessment revenue or parish payments were recorded this month.  
**Expenses:** Total expenses were over budget, primarily due to audit fees that are spread out over multiple months. Depreciation is also a factor.

Net Income for TNIBD is **unfavorable** to budget.

The **overall** Net Income for TGR and TNIBD is **unfavorable** to budget.

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


**7. Election Update**

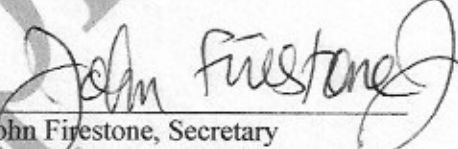
Chairman McGill announced that the two incumbents, Commissioners Berthelot and Russell, were the only candidates to qualify for the seats on the Commission. Therefore, no election is needed. He reminded everyone that these are three-year terms. Notification of the cancellation of the election will be posted at TGR and at tnibd.org.

**8. Adjourn the Meeting (8:24 PM)**

Chairman McGill made a motion to adjourn.

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|-----------|--|
| MOVER:    | McGill                                     |
| SECONDER: | Berthelot                                  |
| ACTION    | ADJOURN                                    |
| VOTE:     | 5 – 0                                      |
| YEAS:     | Berthelot, Chauvin, Firestone, and Russell |
| NAYS:     | None                                       |

  
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 Jon McGill, Chairman  
 Signed:

  
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 John Firestone, Secretary  
 Signed:

Date approved: November 21, 2024