

APPROVED

**Pointe Service Association
Board of Directors
December 11, 2019 6:30 PM Upper Talons**

Meeting called to order by President Betsy Larson at 6:30 PM

Executive Board of Directors in Attendance- President Betsy Larson. Past President Bob Schippnick. Vice President Mike Baugh. Treasurer Gail Miller. Secretary Susan Slaven. Exec. At Large Rick Charles. Exec. At Large Glenn Adams.

Board of Directors in Attendance-

Bay Pointe Judy Stout. Bay View Glenn Adams. WE Courtyard James Bottorff. Eagle Bay 1 Joan Lawrence. Eagle Bay 2 Trent Speer. Eagle Cove Sherry Kay. Fairway Knoll Ken Surface. Front Nine Jeffrey Born. Greenridge Rick Charles. LaSalle Woods John Mehrle. Pointe Cove Mike Cox. Pointe Retreat Susan Slaven. Waters Edge 1 John Teising. Waters Edge 2 Susan Slaven. Woodridge Sandra Hulse.

Board of Directors Not in Attendance-

East Bay Donna McKillip. Harbour Pointe Paul Williams. BOD At Large Melissa Emily.

Thank you, Gail Miller for your countless hours of volunteering your professional accounting skills to Eagle Pointe Golf Resort.

Approval of November 10, 2019 minutes.

Motion approved by Rick Charles and seconded by Joan Lawrence. Passed by unanimous vote.

Golf Partner and F&B Update- Cohoat & O'Neal

- As of December 11th 424 MMC memberships sold.
- As of December 11th Total membership campaign received \$160,701.00
- December 1st, 2019 marketing campaign to generate 1500 new MMC Anniversary members.
- Marketing hits 5 newspapers & 5 social media sights.
- Direct mailing campaign to hit 100,000.00 Homes.
- Starting Jan. 1, 2020 social memberships will be called activities membership.
- Activities membership to include discounts on apparel, yoga, zuma, fitness, water aerobics, food and event room rentals.
- Activities membership cost of \$350 per person + a guest.
- Back Nine Rain-bird irrigation system installation scheduled for March. (approximate completion time of two weeks) at cost of \$109,000.
- Immediate action to seeding at Hole 11 and 12.
- Immediate attention to all golf course bunkers
- Immediate attention to dead tree removal.
- Remove fencing + clean up at Clubhouse tennis court area and pool.

Loan Update with Mutual Bank of Omaha- Gail Miller.

- Current loan status is with underwriting.
- Consolidated Financial Statement has been provided.

2020 Budget- Gail Miller

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|------------------------------|------------|
| ● Total Income | \$651,600. |
| ● Administrative & Insurance | \$189,357. |
| ● Amenities-Security | \$196,080. |
| ● Landscaping | \$2,000 |

- Utilities \$17,961.
- Total General Operating Expense \$405,398.
- Net Balance Operating \$246,202.
- Capital Improvement Expenses \$246,202.
- Total Expenses \$651,600.

New LLC Board Member- Betsy Larson

- Robert Hall has been removed as Treasurer.
- Tom Richardson is recommended to serve on the LLC Board.
 - President of Stewart-Richardson & Associates Inc. Indiana’s largest court reporting firm.
 - **Motion to interview Tom Richardson and or appoint his elected position.** Motion approved by Rick Charles and seconded by John Mehrle. All in favor. None opposed.
- LLC focus- raising money to re-build our reserve account.
 - golf cart sponsorships.
 - Hole sponsorships.
 - Selling 5 lifetime memberships.
 - Brick campaign.

Next Board of Directors meeting January 18th 9AM at Eagles Nest.

Next Executive Board of Directors meeting December 17th at 6:00 Eagle Pointe Realty office.

Motion to adjourn by Judy Stout and seconded by Trent Speer at 8:15 PM

Minutes by Secretary Susan Slaven

