

**Pointe Service Association  
Board of Directors  
January 23, 2021 9:00AM**

**APPROVED**

**Meeting called to order at 9:03AM by President Betsy Larson.**

**Members Present:**

President Betsy Larson. At-Large Bob Schippnick. Vice President Mike Baugh. Secretary Susan Slaven. Treasurer Gail Miller. Exec. At-Large Glenn Adams. Exec. At-Large Tony Piano. Bay Pointe Judy Stout. Bay View Jim Yeargin. Eagle Bay 1 Skip Pelton. Eagle Bay 2 Trent Speer. Eagle Cove Bruce Griner. East Bay Paul Browne proxy to Gail. Fairway Knoll Ken Surface. Front Nine Jack Krajnak. Greenridge Rusty Jones. Harbour Pointe Derek Foreman. LaSalle Woods John Mehrle. Pointe Cove Mike Cox. Pointe Retreat Susan Slaven. Waters' Edge 1 John Teising. Waters' Edge 2 Dan Dodge. Waters' Edge Ctyd. James Bottorff. Woodridge Sandra Hulse.

**Guests Present:**

Brian Earley. Colin O'Neal. Doc O'Neal. Rich Huber. Ed Sahm. Bill Jonas.

**PSA Nominating Committee Chairperson Brian Earley By-Laws Changes.**

**Article V, Section 1**

An Officer's term shall be for two years, President and Treasurer shall expire on the third Saturday of January in even years. Vice President, Secretary and At Large shall expire on the third Saturday of January in odd years. No officer shall serve more than two consecutive terms in the same position.

**Article V, Section 2**

Election of Officers. The officers of the Corporation shall be elected on the third Saturday of January by the Board of Directors and shall hold office at the pleasure of the Board of Directors.

**Motion to modify Article V** of the PSA By-Laws by Ken surface and seconded by John Mehrle. Motion approved by unanimous vote.

**Top Ten Accomplishments for 2020- Doc O'Neal**

- A net financial annual improvement over 2019.
- In a year filled with uncertainty, the golf club at Eagle Pointe had an incredible year.
- Enrolled 1500 new members through the MMC Anniversary Membership Campaign.
- The championship golf course was returned to excellent playing conditions.
- The swimming pool was re-opened for the 2020 season.
- Sahm's was hired to oversee the entire food and beverage operation.
- Hired new golf course Superintendent
- Installed 24-hour fitness Room access.
- Water feature in front of the clubhouse reactivated.
- Covid caused us a loss of employees for ten days, C&O provided staff to oversee all operations.

### **Fund raising for Eagle Pointe Resort- Bill Jonas**

#### **LLC goal for 2021 is \$50,000**

- Currently 7-hole sponsorships are still available.
- 3 Lifetime Memberships available, brick campaign to continue, venue, carts and range sponsorships available.

#### **Eagle Pointe Foundation being established as a 501c3**

- Purpose will concentrate on the environment/trees.
- Future Fundraising events to raise money with a possible Gala or Parade of Homes.

#### **Sahm's Update- Ed Sahms via zoom**

##### **Income Statement August 17-December 27, 2020**

Gross Profit	\$205,692.
Total Expenses	\$242,443.
Net Income	\$(36,751.)

##### **Sahm's Clubhouse 2021 Budget**

Total Revenues	\$1,273,100.
Total Cost of Sales	\$387,914.
Gross Profit	\$885,186.
Total Payroll	\$376,930.
Gross Profit after Prime Costs	\$508,256.
Other Costs	\$389,910
Net Profit	\$118,347.

#### **Golf Club @ Eagle Pointe Balance Sheet December 31,2020- Rich Huber**

Total Assets	\$1,608,998.46
Total Liabilities	\$1,144,707.41
Total Equity	\$464,291.05

#### **2021 Social Memberships**

Amenities include-Swimming pool May 15<sup>th</sup>-September 30<sup>th</sup>. Fitness Center 24/7. Free weekday fitness classes. 10% off golf shop items.

Cost:

Individual Resident	\$350.	Non-Resident	\$400.
Couple or Family Resident	\$450.	Non-Resident	\$550.

#### **Actual Golf Income statement as of December 31, 2020-Doc O'Neal**

Total Income	\$871,649.
Total Cost of Goods Sold	\$137,090.
Gross Profit	\$734,559.
Total Expenses	\$1,220,774.
Total Other Income	\$184,025.
Total Other Expenses	\$895.
Net Other Income	\$183,130.
Net Income	(\$303,085.)

#### **Golf Club @ Eagle Pointe 2021 Budget- Doc O'Neal**

Total Income	\$722,550.
Total Cost of Goods Sold	\$35,165.
Total Expenses	\$905,766.
Net Operating Income	\$(218,381.)

**2021 Capital Project List**

- Irrigation and Lease Payments.
- Additional Golf Course Equipment
- Maintenance Facility-Heating, Air & Possible Roof Repair
- Parking Lot Lights
- Birdies Updates
- Boatyard Storage Cleanup
- Clubhouse Updates
- Smoker
- Wooden Deck Overlooking Swimming Pool
- Removal of Dead Trees

Approximate Total Funds Allocated- \$240,000.00

**Treasurer's Report PSA Balance Sheet As of 12/31/2020- Gail Miller**

Total Assets	\$849,534.
Total Liabilities	\$85,413.
Total Equity	\$764,121.
Total Liabilities & Equity	\$849,534.

**Treasurer's Report PSA Income Statement As of 12/31/2020 Actual YTD**

Total Income	\$659,803.
Total General Operating Expenses	\$270,057.
Golf Course Total	\$309,691.
Total Capital Improvements	\$315,225.
Net Income	\$74,521.

**PSA Golf Course Contributions 2020 Final**

Total Available Budget	\$300,000.
Committed Capital Improvements	\$219,438.
Available from Budget	\$80,562.
Operating Expense 3/23/2020	\$30,118.
Operating Expense 4/13/2020	\$50,000.
Operating Expense 11/10/2020	\$10,000.
Operating Expense 12/03/2020	\$18,000.
Under (Over) Budget	\$(27,556.)

\*Payment not made until January 2021

**Treasurer's Report PSA Accounts Receivable**

As of 12/31/2020 in arrears	\$34,079.
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**PSA 2021 Budget**

PSA Quarterly Assessments	\$690,438.
Estimated Delinquency	\$(20,712.)

Total Income	\$742,666.
Administrative & Insurance	\$59,290.
Amenities-Security	\$163,802.
Landscaping	\$3,000.
Utilities	\$17,461.
Total General Operating Expenses	\$243,553.
Capital Improvement Expense	\$499,113.
Total Expenses	\$742,666.

**Motion to approve the 2021 Budget**

Motion to approve the budget by Susan Slaven and seconded by Judy Stout. Passed by Unanimous vote. None Opposed.

**Motion to increase the new owner transfer fee.**

Motion to pass increased fee amount to \$500 and paid by the buyer at closing. Motion passed by majority vote. One opposed. This fee will be applied to working capital.

**Motion to adjourn at 11:43 AM by Mike Baugh and second by Tony Piano.**

**Annual meeting to be April 24<sup>th</sup> 9AM**

**Minutes by Secretary Susan Slaven**

**Pointe Service Association  
Board of Directors Meeting  
April 24,2021 9:00 AM**

**APPROVED**

**Meeting called to order at 9AM by President Betsy Larson**

**Members in Attendance:** President Betsy Larson, Vice President Mike Baugh, Secretary Susan Slaven, Treasurer Gail Miller, At- Large Glenn Adams, At- Large Tony Piano, Bay Pointe- Judy Stout, Bay View-Jim Yeargin, WE Ctyd.- James Bottorff, Eagle Bay 1- Brian Earley, Eagle Bay 2- Trent Speer, Eagle Cove- Sherry Kay, East Bay Paul Browne, Fairway Knoll- Ken Surface, Front Nine- Jack Krajnak, Greenridge- Rusty Jones, LaSalle Woods- John Mehrle, Pointe Cove- Mike Cox, Pointe Retreat- Susan Slaven, Waters Edge 1- John Teising, Waters Edge 2- Melissa Emily, Woodridge- Tricia Rockby, BOD At-Large- Melissa Emily

**Members not present:** Past President At-Large Bob Schippnick, Harbour Pointe- Derek Foreman

**Guest Speakers Present:** Doc O'Neal, Colin O'Neal, Brian Hollingshead, Chad Moritz, Steven Hinds, Ed Sahn

**Q&A with Cohoat & O'Neal**

2021 Project list- Doc O'Neal

- |  |          |
|--|----------|
| • Completed Utility Vehicle Repair Annualized Total Cost | \$6,000  |
| • Completed Zero Turn Mower Engine                       | \$3,217  |
| • Completed Parking Lot Lights                           | \$2,200  |
| • Completed Birdies Update                               | \$11,713 |
| • Completed Clubhouse Update                             | \$2,000  |
| • Completed Sahn's Smoker                                | \$20,333 |
| • 75% Completed Removal of Dead Trees                    | \$15,000 |
| • 75% Completed Boatyard Storage                         | \$20,000 |

Sahms Update- Ed Sahn

- Sahn's financials for 2020 need to be balanced in order to settle the losses. Requesting updates more timely.
- Preparing for the Cabana Bar opening.
- New menu utilizing the smoker coming in time for Memorial Day weekend.
- Limitations with banquet catering events due to continued Covid restrictions on size limits.
- Events are slowly getting scheduled for the summer.
- Requested shirts (uniforms) for the servers.
- Difficulties with staffing issues due to extremely low labor market.

Golf Update- Colin O'Neal

- 3703 Rounds of golf played thru 4/24/2021
- \$60,052 Green fee revenue.
- \$10,800 Cart fee revenue
- \$3,546 Range revenue.
- \$13,745 Golf shop merchandise sales.
- Social memberships-actual is \$19,590 v. \$30,000 budget.
- Boatyard \$14,915 v \$29,000 budget
- Golf membership 109 members making up \$102,000 v \$125,000 budgeted. (last year was \$92,200
- Brick campaign will go live with another spring campaign in attempt to have installed by 4<sup>th</sup> of July weekend.
- Mix of golf is approximately 55% /45% from outside the community.

#### **Security- Steven Hinds**

- A new photo eye is scheduled for install April 27 as a receiver on each side of the gate 1 & 2.
- Gate passes and remotes will still be functional (car remotes systems may not)
- A 2' steel pipe will be installed under-ground with concrete surround to protect from future damage.
- B-Tech has yet to provide an install date, for the new electrical box at gate 2. The current system is adequate and good for another 3-5 years.
- Updating our current system will cost approximately \$10,000.
- Koorsen Fire & Security Company will be coming for a tour of the resort and will present us a proposal for a future upgrade.

#### **Road Assessment**

Flynn Paving and Bloomington Seal Coating & paving were asked to bid on the patching/repair of several locations. Bloomington Seal Coating & Paving responded and provided a proposal for two areas at the total of \$8065. This motion was approved at the Executive Board meeting 4/20/21.

#### **Rentals- Gail Miller**

- Stickers are at a cost of \$5 to register.
- Discussion with legal advisory on continuing a \$100 charge for each rental property.
- Do the villages have tracking of all of their rentals

#### **Future Resort Strategic planning- Tony Piano**

- Committee to be formed in getting some business visionary for our long-term goals.
- Please forward resumes on suggested members to serve on this committee.
- What is our vision moving-forward that will contribute to our future marketing.
- Five year rolling plan.
- July discussion will be made on who is representing this committee.

**Financial Update- Doc O'Neal/ Ed Sahm/ Gail Miller**

**Eagle Pointe Balance Sheet Summary as of March 31,2021**

• Total Current Assets	\$103,106.92
• Fixed Assets	\$1,550,848.65
• Other Assets	\$45,005.00
• Total Assets	\$1,698,960.57
• Total Equity	\$596,038.21
• Total Liabilities	\$1,102,922.36
• Total Liabilities & Equity	\$1,698,960.57

**Budget vs. Actuals/ Profit & Loss as of March 2021**

• Actual Total Income	\$95,840.19
• Actual Gross Profit	\$89,235.80
• Actual Total Expenses	\$156,933.88
• Actual Net Income	\$(67,698.08)
• Over Budget Total Income	\$4,095.19
• Over Budget Gross Profit	\$(1,260.20)
• Over Budget Total Expenses	\$(21,304.12)
• Over Budget Net Income	\$20,043.92

**PSA Balance Sheet as of March 31, 2021**

• Total Assets	\$1,073,542
• Total Liabilities	\$90,232
• Total Equity	\$983,310
• Total Liabilities & Equity	\$1,073,542

**PSA March 2021 Top Level Report**

• Actual YTD Income	\$187,295
• Actual YTD Total General Operating Exp.	\$59,104
• Actual YTD Total Capital Improvements	\$201,559
• Actual YTD Total Net income	\$(73,368)
• \$ Over (Under) Budget Income	\$(7,997)
• \$ Over (Under) Budget Total General Operating Exp.	\$(5,135)
• \$ Over (Under) Budget Total Capital Improvements	\$18,230
• \$ Over (Under) Budget Net Income	(\$21,092)

**PSA Accounts Receivable as of April 15, 2021**

• Total	\$76,448
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**PSA Community Enhancement Approved Projects/Operating Shortfalls as of 4/20/21**

• Total Available Per PSA Budget	\$479,113.00
• Plus Dec. Missed Payment	\$18,215.95

- Estimated Committed Funds
- Available from Budget

\$501,397.25

\$(4,068.30)

**Notifications will be sent out for our rescheduled yearly meeting.**

**Election of Executive Committee Members- Brian Earley**

President- Betsy Larson

Vice President- Mike Baugh

Treasurer- Gail Miller

Secretary- Susan Slaven

At Large- Milan Milivojevic, Tony Piano, Ken Surface.

Golf Club at Eagle Pointe LLC- Bill Williams, Melissa Emily

PSA Board of Directors At Large- Melissa Emily

**Meeting adjourned at 11:00 AM.**

**Minutes by Secretary Susan Slaven**





PSA ~ Annual Meeting 4/21/2021

# Agenda

- **Introductions**
- **President's Report**
- **Treasurer's Report – Financials, 2021 Budget, Delinquent report**
- **The Golf Club at Eagle Pointe –2021 Plans**
- **Sahm's – 2021 Plans**
- **LLC/Eagle Pointe Foundation**
- **Security Update**
- **Review of PSA Board and Executive Committee**
  - **Vote for Members-at-Large – Executive Committee**
- **Other Discussion/Questions/Comments**
- **Adjourn**

# President's Report – Betsy Larson

- Obtained funding to help keep the operation open
  - PPP Forgivable Loan - \$128K
  - SBA loan - \$150k
  - Monroe County Grants - \$55k
- New Food and Beverage Partner Started in August
  - Business was able to remain open during COVID pandemic
- Put Security for PSA Out To Bid – Board Selected 24/7 Pro

**2019 POINTE SERVICES ASSOCIATION  
COMMUNITY PROJECTS/OPERATIONAL SUPPORT  
FOR THE GOLF CLUB @ EAGLE POINTE**

NEW IRRIGATION	\$ 36,738
GOLF COURSE EQUIPMENT	\$ 45,144
BUNKERS	\$ 12,681
RETAINING WALL (POOL)	\$ 58,230
BOAT/RV STORAGE	\$ 4,912
POOL & DECKING	\$ 28,556
HVAC (PRO SHOP)	\$ 3,600
MISC, REPAIRS	<u>\$ 7,533</u>
SUB-TOTAL PROJECTS	\$ 197,394
OPERATIONAL SUPPORT	<u>\$ 195,000</u>
TOTAL PSA CONTRIBUTIONS	\$ 392,394

**2020 POINTE SERVICES ASSOCIATION  
COMMUNITY PROJECTS/OPERATIONAL SUPPORT  
FOR THE GOLF CLUB @ EAGLE POINTE**

IRRIGATION	\$ 50,203
GOLF COURSE EQUIPMENT	\$ 34,139
SIDE ACCESS FOR FITNESS ROOM	\$ 1,700
POOL & DECKING	\$ 1,100
BUNKERS/TREES/MAINT. SHOP	\$ 32,500
RESTURANT FURNITURE/KITCHEN EQUIP/PERGOLA	\$ 39,866
NEW PHONE SYSTEM	\$ 4,602
PUMP ON #10/LAKE PUMP	\$ 10,566
POOL FENCHING	\$ 8,245
LIFT STATION AT CLUBHOUSE	\$ 18,650
SUB-TOTAL PROJECTS	\$ 201,571
OPERATIONAL SUPPORT	<u>\$ 108,118</u>
TOTAL PSA CONTRIBUTIONS	\$ 309,689

# 2018-2021 – PROFIT/LOSS

## THE GOLF CLUB @ EAGLE POINTE PROFIT LOSS

	2018	2019	2020	PROJECTED 2021
GOLF CLUB	\$ (309,897)	\$ (634,858)		
GOLF OPERATIONS			\$ (153,092)	\$ (218,381)
F&B OPERATIONS (1/1-8/16)			\$ (149,993)	
SAHM'S (8/17-12/31)			\$ (36,751)	\$ 118,347
<b>TOTAL</b>	<b>\$ (309,897)</b>	<b>\$ (634,858)</b>	<b>\$ (339,836)</b>	<b>\$ (100,034)</b>

**POINTE SERVICES ASSOCIATION  
CONSOLIDATED BALANCE SHEET  
AS OF December 31, 2020**

	Golf Club @ Eagle Pointe	Sahm's	PSA	Intercompany Eliminations	Consolidated
<b>Assets:</b>					
Total Checking/Savings	\$ 14,218		\$ 223,960		\$ 238,178
Other Current Assets	\$ 28,942				\$ 28,942
Accounts Receivable	\$ 11,586				\$ 11,586
Buildings/Land/Gate Systems/Misc. Equip. (Accumulated Depreciation)			\$ 188,702 \$ (130,589)		\$ 188,702 \$ (130,589)
Investment - Golf Course			\$ 567,461		\$ 567,461
Fixed Assets	\$ 1,509,247			\$ (549,461)	\$ 959,786
Financing Costs	\$ 45,005				\$ 45,005
<b>Total Assets</b>	<b>\$ 1,608,998</b>	<b>\$ -</b>	<b>\$ 849,534</b>	<b>\$ (549,461)</b>	<b>\$ 1,909,071</b>
<b>Liabilities:</b>					
Accounts Payable	\$ 24,952	\$ 36,751			\$ 61,703
Accounts Receivable Assessments			\$ 84,470		\$ 84,470
Clearing Account			\$ 943		\$ 943
Line of Credit	\$ 500,000				\$ 500,000
SBA	\$ 150,000				\$ 150,000
Deferred Revenue (memberships/gift cert.)	\$ 215,695				\$ 215,695
Payroll Liabilities	\$ 9,391				\$ 9,391
Business Taxes Payable	\$ 12,462				\$ 12,462
Customer Deposits	\$ -				\$ -
Lease Liabilities	\$ 232,206				\$ 232,206
<b>Total Liabilities</b>	<b>\$ 1,144,706</b>	<b>\$ 36,751</b>	<b>\$ 85,413</b>		<b>\$ 1,266,870</b>
<b>Equity:</b>					
Owners Equity	\$ 801,081		\$ 689,600	\$ (549,461)	\$ 941,220
Retained Earnings	\$ (33,704)				\$ (33,704)
Retained Earnings					\$ -
Current Year Net (loss)	\$ (303,085)	\$ (36,751)	\$ 74,521		\$ (265,315)
Total Equity	\$ 464,292	\$ (36,751)	\$ 764,121	\$ (549,461)	\$ 642,201
<b>Total Liabilities &amp; Equity</b>	<b>\$ 1,608,998</b>	<b>\$ -</b>	<b>\$ 849,534</b>	<b>\$ (549,461)</b>	<b>\$ 1,909,071</b>

As of 4/21/21 still waiting on CPA final adjustments

**POINTE SERVICES ASSOCIATION  
CONSOLIDATED PROFIT/LOSS  
AS OF DECEMBER 31, 2020**

	Golf Club @ Eagle Pointe C&O	Sahm's	PSA	Consolidated
<b>Income:</b>				
Unit Quarterly Assessments			\$ 595,973	\$ 595,973
Fees & Rental Assessments			\$ 63,651	\$ 63,651
Interest Income			\$ 179	\$ 179
Golf Course Memberships	\$ 174,762			\$ 174,762
Golf Course-Green Fees/Range/Carts	\$ 295,133			\$ 295,133
F&B Revenue	\$ 255,317	\$ 306,717		\$ 562,034
Golf Operations Revenue	\$ 81,255			\$ 81,255
Marketing Revenue	\$ 65,182			\$ 65,182
<b>Total Income</b>	<b>\$ 871,649</b>	<b>\$ 306,717</b>	<b>\$ 659,803</b>	<b>\$ 1,838,169</b>
<b>Cost of Goods Sold:</b>				
Food & Beverage	\$ 111,371	\$ 101,025		\$ 212,396
Golf Operations	\$ 25,719			\$ 25,719
<b>Total Cost of Goods Sold</b>	<b>\$ 137,090</b>	<b>\$ 101,025</b>	<b>\$ -</b>	<b>\$ 238,115</b>
<b>Gross Profit</b>	<b>\$ 734,559</b>	<b>\$ 205,692</b>	<b>\$ 659,803</b>	<b>\$ 1,600,054</b>
<b>General Operating Expenses:</b>				
F & B Expenses	\$ 41,924			\$ 41,924
Golf Operations Expense	\$ 66,656			\$ 66,656
Management Fees	\$ 96,000	\$ 30,000		\$ 126,000
Administrative Expenses	\$ 44,218	\$ 42,739	\$ 12,535	\$ 99,492
Professional Fees - Accounting/Security/Legal	\$ 2,640	\$ 1,132	\$ 245,763	\$ 249,535
Real Estate Taxes	\$ 30,000			\$ 30,000
F&B Payroll Expense	\$ 252,015	\$ 135,554		\$ 387,569
G&A Payroll Expense	\$ 23,128			\$ 23,128
Golf Payroll Expense	\$ 145,860			\$ 145,860
Maintenance Payroll Expense	\$ 151,289			\$ 151,289
Golf Course Maintenance Expenses	\$ 151,504			\$ 151,504
Insurance	\$ 31,593	\$ 2,249	\$ 5,708	\$ 39,550
Marketing Expenses	\$ 29,752	\$ 2,323		\$ 32,075
Entertainment		\$ 2,583		\$ 2,583
Interest Expense (LOC/Leases)	\$ 28,077			\$ 28,077
Credit Card/Software Fees	\$ 38,527	\$ 7,950		\$ 46,477
Supplies/Repairs/Maintenance	\$ 20,679	\$ 5,110		\$ 25,789
Advertising				\$ -
Utilities	\$ 67,807	\$ 12,803	\$ 11,585	\$ 92,195
<b>Total General Operating Expense</b>	<b>\$ 1,221,669</b>	<b>\$ 242,443</b>	<b>\$ 275,591</b>	<b>\$ 1,739,703</b>
Golf Club Contributions			\$ 309,691	\$ 309,691
Other Income	\$ 184,025			\$ 184,025
<b>Net Income *</b>	<b>\$ (303,085)</b>	<b>\$ (36,751)</b>	<b>\$ 74,521</b>	<b>\$ (265,315)</b>

\*As of 4/21/21 still waiting on CPA adjustments



# Treasurer's Report

## Delinquent Accounts

As of 4/15/2021

Accounts in Collection (20)	Total	\$ 40,139
0-30 days	198 Accounts	Total aged \$ 35,195
30-60 days	1 Accounts	Total aged \$ 500
60-90 days	1 Accounts	Total aged \$ 525
90+ days	1 Accounts	Total aged \$ 89

Total outstanding \$ 76,448

**Autopay must be adjusted to new Assessment Total of \$178.50**

# Delinquency Policy

## *Point Services Association, Inc.*

### **DELINQUENCY PROCEDURES POLICY**

Established January 1, 2008; Revised & Approved July 19, 2014

1st day of the Quarter	HOA assessment is due and payable on the first day of January, April, June, and October.
30 days into the Quarter	" <u>LATE NOTICE</u> " is sent to homeowner requiring full payment. A \$25.00 late payment assessment is added to the account at this time.
45 days into the Quarter	" <u>FINAL NOTICE</u> " is sent to homeowner requesting payment in full within 15 days. If full payment is not received within the allotted 15 days, the account is turned over to the Association Attorney for immediate legal action and filing suit, and a \$95.00 management company collection cost administrative fee* will be added to the homeowner's account.
60 days into the Quarter	" <u>ATTORNEY ACTION</u> !" The delinquent account is turned over to the Association's attorney to begin pursuing collection at the owner's expense (see note below).

HOMEOWNERS WILL BE RESPONSIBLE FOR ALL COSTS AND FEES RELATED TO THE COLLECTION OF THE ASSOCIATION'S ASSESSMENTS!

NOTE: Legal action may result in the Association filing suit to seek a judgment, attachment of assets, garnishment of wages, a lien upon the property, and foreclosure. If the Association has to send a homeowner's account to the Attorney for collection, all of the Association assessments remaining for the fiscal year will be accelerated (as applicable), as provided for in your documents. The owner will be responsible for paying all HOA and late payment assessments, court costs, attorney fees, and the management company collection cost administrative fee\*.

\*The administrative fee is for the management company's additional time and expense related to dealing with the delinquent account and the Association's attorney.

Approved by PSA Board of Directors 7/19/2014

# PSA 2021 BUDGET

## BOD APPROVED BY MAJORITY VOTE

### 1/17/21

# EAGLE POINTE 2021 PROJECT LIST

Item	Cost	Timeline	Comments	Annualized Total Cost - 2021
<b>Irrigation/Equipment Leases</b>	\$97,715	2021	Annual Lease - 2021	\$97,715
<b>Golf Course Equipment</b>				
Utility Vehicles and Repair	\$9,000	<b>Completed</b>	3 utility vehicles and repairs	<b>\$6,000</b>
Rough unit	Rent - \$ 1,500 per month	Two months - May and June	Large unit	\$3,000
Triplex	Rent - John Deere - \$ 750	Two months - May and June	Tees, collars and approaches	\$1,500
Truck Stipend	Chad's Truck	\$ 450 per month	Monthly stipend for Chad - 2021	\$4,500
Exmark S Zero turn Mower Engine	\$3,217	Completed		\$3,217
<b>Future Equipment</b>				
Fairway Unit	\$8,000	2022		
Triplex	\$5,000	2022		
Other	\$7,000	2022		
<b>Parking Lot Lights</b>	\$2,200	<b>Completed</b>	Lights parking lot and clubhouse	<b>\$2,200</b>
<b>New Signs</b>	\$2,187			\$2,187
<b>Birdies Update</b>				
Entrance ramp and Interior entry and front door	\$11,713	<b>Project completed</b>	More to do in the future	<b>\$11,713</b>
<b>Clubhouse Updates</b>				
Lighting	\$2,000	<b>Completed</b>	Lobby, stairs and reception area	<b>\$2,000</b>
Painting and Carpet	\$20,000	Late 2021 or 2022	General presentation	\$18,000
<b>Sahm's Smoker</b>				
Smoker for Smokehouse	\$20,333	<b>Completed</b>	Smokehouse requirement	<b>\$20,333</b>
<b>Pool Wooden Deck</b>				
Wooden Deck	\$25,000	TBD	Gathering quotes	\$25,000
<b>Removal of Dead Trees</b>				
Various locations around golf course and property	\$15,000	<b>75% completed</b> Balance over the next month		\$15,000
<b>Boatyard Storage</b>				
General Clean Up	\$20,000	<b>75% completed</b>	Work to be done by June 1	\$20,000
New signage				
New motor for gate				
Labor for wood pile				
<b>Maintenance Facility</b>				
New metal roof	\$17,000	Out for Bid	\$ 14,000 allocated in ops budget	\$3,000
Restroom renovation	\$6,000	Out for Bid	Based on available funds	\$5,000
<b>Total Project Costs</b>				<b>\$240,365</b>

PSA Board of Directors  
(PSA Village Representatives)

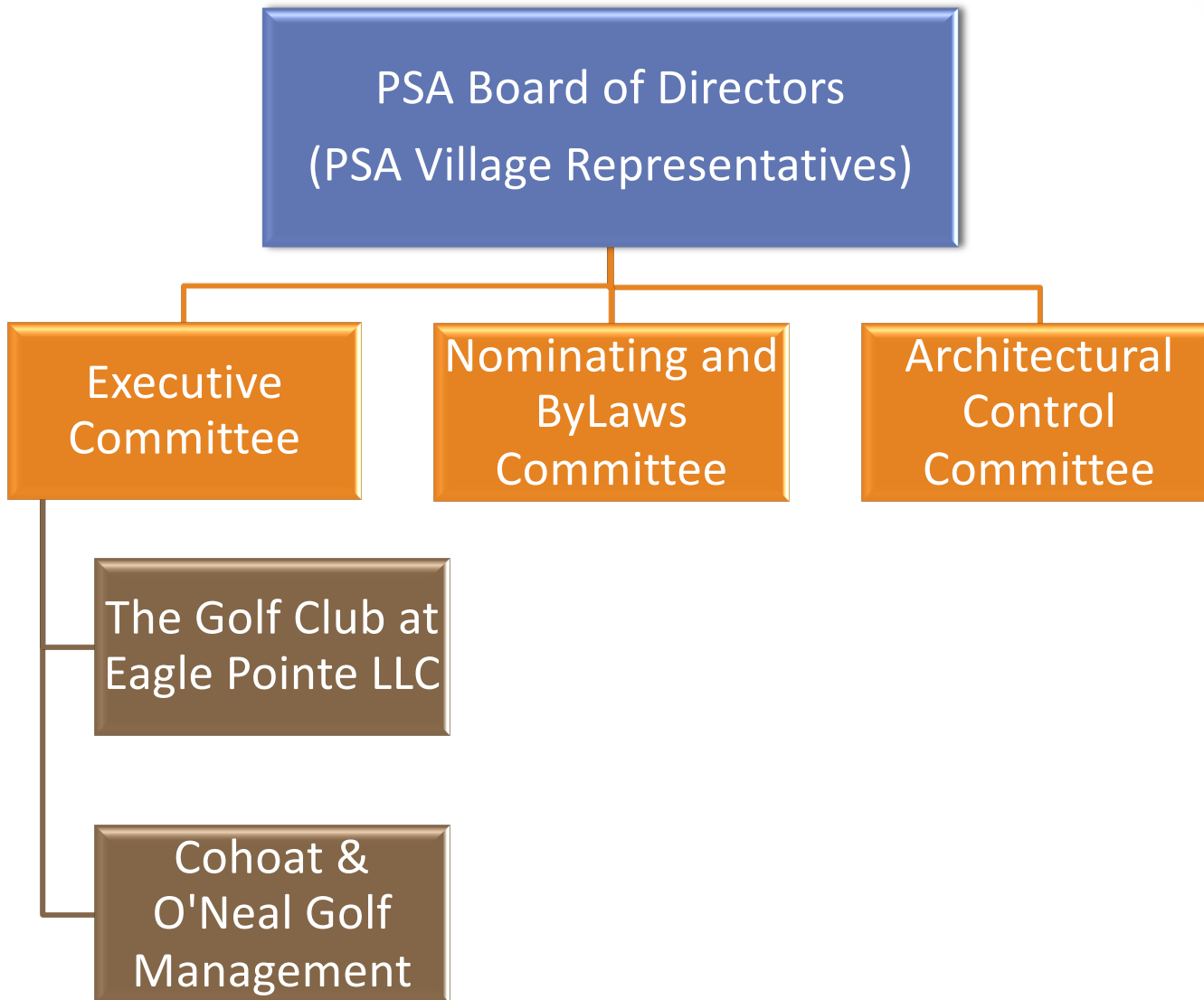
Executive  
Committee

Nominating and  
ByLaws  
Committee

Architectural  
Control  
Committee

The Golf Club at  
Eagle Pointe LLC

Cohoat &  
O'Neal Golf  
Management



# PSA Board of Directors

Bay Pointe – Judy Stout

Bay View – James Yeargin

Courtyard – Jim Bottorff

Eagle Bay I – Brian Earley

Eagle Bay II – Trent Speer

Eagle Cove – Sherry Kay

East Bay – Paul Browne

Fairway Knoll – Ken Surface

Front Nine – Jack Kranack

Greenridge – Rusty Jones

Harbour Pointe – Derek Foreman

LaSalle Woods – John Mehrle

Pointe Cove – Mike Cox

Pointe Retreats – Susan Slaven

Water's Edge I – John Teising

Water's Edge II – Dan Dodge

Woodridge – Sandra Hulse

At Large – Melissa Emily

**Thank You, Volunteers!**

# EAGLE POINTE ARCHIVING

- Speaking of Volunteers.....
- Numerous blueprints, including individual Village plans, are in one of the maintenance barns. It's surprising they have not already been destroyed. We are looking for a volunteer, perhaps a history buff, that would be willing to digitize these drawings. This will help preserve our history. The drawings go back to the very beginning of the Pointe.



Together we can make our  
Golf Club at Eagle Pointe  
a great success!!

**Thank you!!!**

# Stay Connected!

## What's Happening?

- Website: [www.pointeservices.org](http://www.pointeservices.org)
- Website: [www.eaglepointe.com](http://www.eaglepointe.com)
  - Calendar of Events
  - Join our email list!
- Community Boards
- Social Media
  - Facebook: The Golf Club at Eagle Pointe
  - Instagram: eaglepointegolf



Thank you

# PSA Board Agenda

- Introductions
- Q&A with Cohoat & O'Neal
- Security – Mike Baugh
- Rentals
- Strategic Planning Committee
- Discussion
- Adjournment



PSA ~ Annual Meeting 7/24/2021

# Annual Meeting Agenda

- **Introductions**
- **President's Remarks**
- **Business Updates**
  - **Golf Operations – Doc O'Neal/Colin O'Neal**
  - **Food and Beverage Operations – Ed Sahn**
- **PSA Treasurer's Report – Financials – January 1– June 30, 2021**
  - **Rentals Fees and Registrations**
- **LLC/Eagle Pointe Foundation – Tom Richardson/Peter Samuelson**
- **Security Update – Steve Hinds**
- **Review of PSA Board and Executive Committee**
  - **Vice President Opening**
- **Other Discussion/Questions/Comments**
- **Adjourn**

# PSA Board of Directors

Bay Pointe – Judy Stout

Bay View – Glenn Adams

Courtyard – Jim Bottorff

Eagle Bay I – Alan Hogan

Eagle Bay II – Trent Speer

Eagle Cove – Sherry Kay

East Bay – Paul Browne

Fairway Knoll – Ken Surface

Front Nine – Jack Krajnak

Greenridge – Rick Charles

Harbour Pointe – Derek Foreman

LaSalle Woods – Dan LaBrash

Pointe Cove – Mike Cox

Pointe Retreats – Susan Slaven

Water's Edge I – John Teising

Water's Edge II – Dan Dodge

Woodridge – Sandra Hulse

At Large – Melissa Emily

# PSA Executive Committee

President– Betsy Larson

Vice President – Vacant

Treasurer – Gail Miller

Secretary– Susan Slaven

Executive-at-Large – Milan Milivojevic

Executive-at-Large – Tony Piano

Executive-at-Large – Ken Surface



# GC@Eagle Pointe Projects List – 2021

## Eagle Pointe Project List - 2021

Item	Cost	Timeline	Comments	Annualized Total Cost - 2021
<b>Irrigation/Equipment Leases</b>	\$97,715	2021	Annual Lease - 2021	\$97,715
<b>Golf Course Equipment</b>				
Utility Vehicles and Repair	\$9,000	All three units are on site at EP	<b>Complete</b>	\$12,364
Rough unit	Rent - \$ 1,500 per month	Threemonths - May/June/July	Large unit	\$4,500
Triplex	Rent - John Deere - \$ 750	Two months - May and June	Tees, collars and approaches	\$1,500
Truck Stipend	Chad's Truck	\$ 450 per month	Monthly stipend for Chad - 2021	\$4,500
Exmark Zero Turn Engine	\$3,217	<b>Completed</b>		\$3,217
<b>Future Equipment</b>				
Fairway Unit	\$8,000	2022		
Triplex	\$5,000	2022		
Other	\$7,000	2022		
<b>Parking Lot Lights</b>	\$2,200	<b>Completed</b>	Lights parking lot and clubhouse	\$2,200
<b>New Road Signs</b>	\$3,773	<b>Completed</b>	Street signs - two of them	\$3,773
<b>Birdies Ramp/Entry/Door</b>	\$11,713	<b>Project completed</b>	<b>More to do in the future</b>	\$11,713
<b>Clubhouse Updates</b>				
Lighting	\$2,000	<b>Completed</b>	Lobby, stairs and reception area	\$2,000
Painting/Carpet/Cabana Bar	\$18,000	2021 and 2022	Cabana Bar was \$ 8,000 - done	\$18,000
<b>Smoker for Smokehouse</b>	\$20,333	<b>Completed</b>	Smoker is on site at EP	\$20,333
<b>Pool Wooden Deck</b>	<b>TBD</b>	2022-2023	<b>Need quotes for project</b>	\$0
<b>Removal of Dead Trees</b>				
Various locations	\$6,000	Most of the work is complete	<b>\$ 3,881 to date for 2021</b>	\$6,000
<b>Boatyard Storage</b>				
General clean up/wood pile	\$20,000	90% done - well under budget	Spent \$ 3,141 to date	\$3,141
New signage	TBD			
New motor for gate	<b>Repaired</b>			\$200
Grade and stone	<b>Grading complete</b>		<b>Stone will be dropped in 30 days</b>	\$5,000
<b>Maintenance Facility</b>				
New metal roof	\$17,000	<b>Complete</b>	\$ 14,000 allocated in ops budget	\$3,000
Restroom renovation	\$7,000	<b>Complete</b>	Work is complete	\$7,690
<b>Total Project Costs</b>				<b>\$206,846</b>
<b>20-Jul-21</b>				
<b>Rooftop A/C Unit - Clubhouse</b>	\$10,000	<b>Complete</b>	Unexpected expense for 2021	\$10,000
<b>Pump in pumphouse</b>	\$2,500	<b>Complete</b>	Irrigation pump repaired #10	\$2,500
<b>Drink machine for Cabana Bar</b>	\$6,300	<b>Complete</b>	Ice drinks for the cabana bar	\$6,300
			<b>Total for all projects</b>	<b>\$225,646</b>

# GC @ Eagle Pointe

## Golf Activity through 7/21/21

- **11,609 Rounds of Golf Played YTD**
  - (last year we had played 9,988 rounds )
- **\$167,589 Green Fee Revenue**
- **\$40,034 Cart Fee Revenue**
  - (\$207,623 COMBINED; \$111,229 at this point last year)
- **\$9,309 in Range Revenue**
  - (this time last year = \$5,879)
- **\$50,948 in Golf Shop Merchandise Sales**
  - (this time last year = \$17,404)
- **\*Social Memberships-Actual is \$34,171 v. \$30,000 budget**
- **BoatYard- \$20,210 v. \$29,000 budget**
- **Golf Membership - 111 members - \$103,400**
  - (Last year was \$92,200)
- **Golf Outing Tracker Review – 13 outings on the books for 2021, 5 others in pipeline**

# POINTE SERVICES ASSOCIATION CONSOLIDATED BALANCE SHEET AS OF June 30,, 2021

**POINTE SERVICES ASSOCIATION  
CONSOLIDATED BALANCE SHEET  
AS OF JUNE 30, 2021**

	Golf Club @ Eagle Pointe	Sahm's	PSA	Intercompany Eliminations	Consolidated
<b>Assets:</b>					
Total Checking/Savings	\$ 10,550		\$ 160,684		\$ 171,234
Other Current Assets	\$ 53,107				\$ 53,107
Accounts Receivable	\$ 12,204				\$ 12,204
Buildings/Land/Gate Systems/Misc. Equip. (Accumulated Depreciation)			\$ 188,702 \$ (130,589)		\$ 188,702 \$ (130,589)
Investment - Golf Course			\$ 859,152		\$ 859,152
Fixed Assets	\$ 1,586,706			\$ (859,152)	\$ 727,554
Financing Costs	\$ 45,005				\$ 45,005
<b>Total Assets</b>	<b>\$ 1,707,572</b>		<b>\$ 1,077,949</b>	<b>\$ (859,152)</b>	<b>\$ 1,926,369</b>
<b>Liabilities:</b>					
Accounts Payable	\$ 42,666	\$ 63,499			\$ 106,165
Accounts Receivable Assessments			\$ 105,306		\$ 105,306
Clearing Account			\$ 1,606		\$ 1,606
Line of Credit	\$ 502,980				\$ 502,980
SBA	\$ 149,738				\$ 149,738
Deferred Revenue (memberships/gift cert.)	\$ 152,796				\$ 152,796
Payroll Liabilities					\$ -
Business Taxes Payable	\$ 31,012				\$ 31,012
Customer Deposits					\$ -
Lease Liabilities	\$ 187,465				\$ 187,465
<b>Total Liabilities</b>	<b>\$ 1,066,657</b>		<b>\$ 106,912</b>		<b>\$ 1,237,068</b>
<b>Equity:</b>					
Owners Equity	\$ 1,161,876				\$ 1,161,876
Retained Earnings			\$ 156,117		\$ 156,117
Calculated Prior Year Retained Earnings	\$ (336,790)		\$ 901,138	\$ (859,152)	\$ (294,804)
Current Year Net (loss)	\$ (184,171)	\$ (63,499)	\$ (86,218)		\$ (333,888)
Total Equity	\$ 640,915	\$ (63,499)	\$ 971,037	\$ (859,152)	\$ 689,301
<b>Total Liabilities &amp; Equity</b>	<b>\$ 1,707,572</b>	<b>\$ (63,499)</b>	<b>\$ 1,077,949</b>	<b>\$ (859,152)</b>	<b>\$ 1,926,369</b>

# POINTE SERVICES ASSOCIATION

## CONSOLIDATED PROFIT/LOSS STATEMENT

### AS OF June 30, 2021

**POINTE SERVICES ASSOCIATION  
CONSOLIDATED PROFIT/LOSS  
AS OF JUNE 30, 2021**

	Golf Club @ Eagle Pointe C&O	Sahm's	PSA	Consolidated
<b>Income:</b>				
Unit Quarterly Assessments			\$ 351,612	\$ 351,612
Fees & Rental Assessments			\$ 39,124	\$ 39,124
Interest Income			\$ 34	\$ 34
Golf Course Memberships	\$ 97,944			\$ 97,944
Golf Course-Green Fees/Range/Carts	\$ 191,100			\$ 191,100
Pro Shop Merchandise	\$ 36,256			\$ 36,256
F&B Revenue		\$ 377,365		\$ 377,365
Golf Operations Revenue	\$ 21,874			\$ 21,874
Marketing Revenue	\$ 7,200			\$ 7,200
<b>Total Income</b>	<b>\$ 354,374</b>	<b>\$ 377,365</b>	<b>\$ 390,770</b>	<b>\$ 1,122,509</b>
<b>Cost of Goods Sold:</b>				
Food & Beverage		\$ 131,006		\$ 131,006
Golf Operations	\$ 39,905			\$ 39,905
<b>Total Cost of Goods Sold</b>	<b>\$ 39,905</b>	<b>\$ 131,006</b>	<b>\$ -</b>	<b>\$ 170,911</b>
<b>Gross Profit</b>	<b>\$ 314,469</b>	<b>\$ 246,359</b>	<b>\$ 390,770</b>	<b>\$ 951,598</b>
<b>General Operating Expenses:</b>				
F & B Expenses	\$ 3,866			\$ 3,866
Golf Operations Expense	\$ 27,975			\$ 27,975
Management Fees	\$ 30,000	\$ 36,000		\$ 66,000
Administrative Expenses	\$ 22,290	\$ 26,943	\$ 7,412	\$ 56,645
Professional Fees - Accounting/Security/Legal			\$ 94,085	\$ 94,085
Real Estate Taxes	\$ 15,233			\$ 15,233
F&B Payroll Expense				\$ -
G&A Payroll Expense	\$ 29,876	\$ 176,945		\$ 206,821
Golf Payroll Expense	\$ 75,380			\$ 75,380
Maintenance Payroll Expense	\$ 94,433			\$ 94,433
Golf Course Maintenance Expenses	\$ 119,075			\$ 119,075
Insurance	\$ 12,672	\$ 732		\$ 13,404
Marketing Expenses	\$ 916	\$ 5,680		\$ 6,596
Entertainment		\$ 2,506		\$ 2,506
Interest Expense (LOC/Leases)	\$ 14,454			\$ 14,454
Credit Card/Software Fees	\$ 10,158	\$ 15,191		\$ 25,349
Supplies/Repairs/Maintenance	\$ 10,170	\$ 25,624	\$ 1,960	\$ 37,754
Advertising	\$ 5,504			\$ 5,504
Utilities	\$ 26,638	\$ 20,237	\$ 10,622	\$ 57,497
<b>Total General Operating Expense</b>	<b>\$ 498,640</b>	<b>\$ 309,858</b>	<b>\$ 114,079</b>	<b>\$ 922,577</b>
Golf Club Contributions			\$ 362,909	\$ 362,909
Other Income				\$ -
<b>Net Income</b>	<b>\$ (184,171)</b>	<b>\$ (63,499)</b>	<b>\$ (86,218)</b>	<b>\$ (333,888)</b>

**2021 POINTE SERVICES ASSOCIATION  
COMMUNITY PROJECTS/OPERATIONAL SUPPORT – To Date thru 7/22/2021  
FOR THE GOLF CLUB @ EAGLE POINTE**

Irrigation/Equipment Leases	\$ 78,027
Maint. Utility Carts and EZ mower	\$ 12,364
Parking Lights	\$ 2,200
New Road Signs & Installation	\$ 3,773
Birdie Updates	\$ 11,713
Clubhouse Smoker	\$ 20,333
Frozen Drink Machine	\$ 6,295
Maintenance Barn Roof	\$ 17,840
Maintenance Barn Restrooms	\$ 6,850
Clubhouse Lighting Updates	\$ 2,319
Air Conditioner - Clubhouse	\$ 9,900
Removal of Dead Trees	\$ 3,881
Boatyard Cleanup	<u>\$ 3,142</u>
SUB-TOTAL PROJECTS	\$178,637
OPERATIONAL SUPPORT	<u>\$247,314</u>
TOTAL PSA CONTRIBUTIONS	\$425,951

# Treasurer's Report

## Delinquent Accounts

As of 7/15/2021

Accounts in Collection (20)	Total	\$	33,727
0-30 days	198 Accounts	Total aged	\$ 33,964
30-60 days	1 Accounts	Total aged	\$ 2,014
60-90 days	1 Accounts	Total aged	\$ 175
90+ days	1 Accounts	Total aged	\$ 2,927
Total outstanding			\$ 72,807

# Delinquency Policy

## *Point Services Association, Inc.*

### **DELINQUENCY PROCEDURES POLICY**

Established January 1, 2008; Revised & Approved July 19, 2014

1st day of the Quarter	HOA assessment is due and payable on the first day of January, April, June, and October.
30 days into the Quarter	" <u>LATE NOTICE</u> " is sent to homeowner requiring full payment. A \$25.00 late payment assessment is added to the account at this time.
45 days into the Quarter	" <u>FINAL NOTICE</u> " is sent to homeowner requesting payment in full within 15 days. If full payment is not received within the allotted 15 days, the account is turned over to the Association Attorney for immediate legal action and filing suit, and a \$95.00 management company collection cost administrative fee* will be added to the homeowner's account.
60 days into the Quarter	" <u>ATTORNEY ACTION</u> !" The delinquent account is turned over to the Association's attorney to begin pursuing collection at the owner's expense (see note below).

HOMEOWNERS WILL BE RESPONSIBLE FOR ALL COSTS AND FEES RELATED TO THE COLLECTION OF THE ASSOCIATION'S ASSESSMENTS!

NOTE: Legal action may result in the Association filing suit to seek a judgment, attachment of assets, garnishment of wages, a lien upon the property, and foreclosure. If the Association has to send a homeowner's account to the Attorney for collection, all of the Association assessments remaining for the fiscal year will be accelerated (as applicable), as provided for in your documents. The owner will be responsible for paying all HOA and late payment assessments, court costs, attorney fees, and the management company collection cost administrative fee\*.

\*The administrative fee is for the management company's additional time and expense related to dealing with the delinquent account and the Association's attorney.

Approved by PSA Board of Directors 7/19/2014

# OBLIGATION OF OWNERS THAT RENT

## RESOLUTION OF BOARD OF DIRECTORS OF POINTE SERVICE ASSOCIATION, INC.

WHEREAS, the Pointe Service Association, Inc. exists for the purpose of providing services to its members, all of whom are owners of units or lots at the Pointe, a planned unit development in Monroe County;

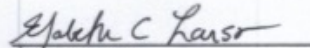
WHEREAS, the Association, acting by and through its Board of Directors, shall manage, operate and maintain the common areas and community facilities for the benefit of the Members and shall enforce the provisions of the Declaration of Covenants, Conditions and Restrictions;

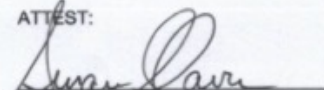
WHEREAS, the powers and duties of the Board of Directors include the care, upkeep and surveillance of the common areas and community facilities, the establishment, collection, use and expenditures of assessments for carrying out the duties to the Members and promulgation and enforcement of such rules and regulations and such restrictions as may be deemed proper respecting the use, occupancy and maintenance of the common areas and community facilities;

NOW, THEREFORE, BE IT RESOLVED that the board of Directors, by a majority vote, adopts the following rule:

1. A fee of \$200 will be charged annually for any unit that is rented regardless of the duration or frequency of renting, i.e. even if only once for one day. Each Owner is responsible for registering their rental with the PSA Treasurer. Email info to [treasurerpointesa@gmail.com](mailto:treasurerpointesa@gmail.com). Upon registering, an invoice for this fee will be sent by Tempo Properties and annually thereafter until notified of a change by the Owner.
2. Failure of an Owner to register a rental unit will result in a penalty of \$500.

I certify the foregoing is a true and accurate account of the actions of the Board of Directors.

  
\_\_\_\_\_  
President, PSA

ATTEST:  
  
\_\_\_\_\_  
Secretary, PSA





— THE GOLF CLUB AT —

EAGLE POINTE

# The "Dogshack" Dave Pratt Memorial Golf Outing


Thursday

September 16, 2021

12:00 Noon Shotgun Start

Register at [EaglePointe.com](http://EaglePointe.com)



 (812) 824-4040

Golf ▾ | Tee Times | Sahm's Clubhouse Restaurant | Weddings & Events | Life at Eagle Point ▾ | Partnership ▾ | Online Store

Contact Us

Calendar

Community  
Fitness

Condo Rental

Boat Storage

The "Dogshack"  
Dave Pratt  
Memorial Golf  
Outing

THE GOLF CLUB  
EAGLE POINTE

*Reserve a Tee Time*

# THE GOLF CLUB AT EAGLE POINTE



[Home](#)

[About Dave ...](#)

[Sponsorship Opportunities](#)

[Event Dinner](#)

[Event Photos](#)

[Tee Sheets](#) ▾

[Results](#)



THE GOLF CLUB AT  
EAGLE POINTE

Register Now For  
"DogShack" Dave Memorial  
Golf Outing



## THE "DOGSHACK" DAVE PRATT MEMORIAL GOLF OUTING

Thursday, September 16, 2021



THE GOLF CLUB AT  
EAGLE POINTE

[New Registration](#)

[Edit Registration](#)

[List of Participants](#)

GOLF, DINNER,  
& AUCTION

FOURSOME - \$400

TEAM SPONSOR - \$450

DINNER ONLY - \$30

HOLE SPONSOR - \$100



— EAGLE POINTE —  
**FOUNDATION**

Betsy Larson



Bill Jonas



Don Arbogast



Jerry Pagac



Peter Samuelson



# About the Foundation

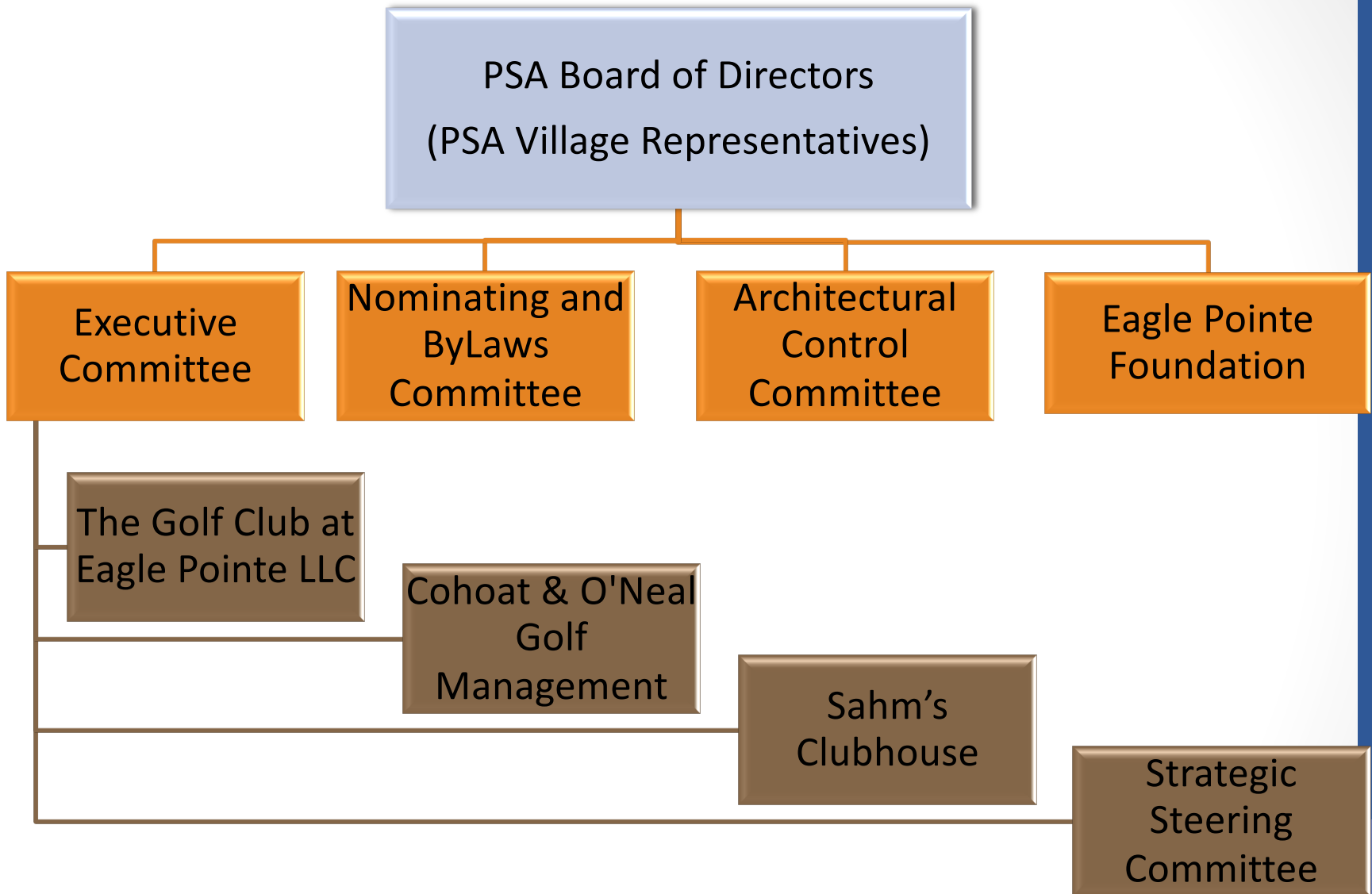
- ❖ 501(c)3 charitable foundation.
- ❖ Donations to the foundation are tax deductible.
- ❖ PSA will approve the Foundation's board members.
- ❖ Purpose is "environmental preservation and enhancement" and to "help the community."
- ❖ To complement other efforts to improve our community.

# Initial Projects

1. Transform the uncut, weedy landscape around the 10th hole waterfall into a sea of wildflowers (3 years).
2. Plant trees throughout our community to enhance and beautify Eagle Pointe.
3. Purchase an AED (Automated External Defibrillator) for Placement at the front gate.
4. Sponsor the September 16 golf outing.
5. Stand-up the Foundation.
6. Other projects TBD.

# Questions?

- ❖ "Can the Foundation replace a tree in our village that died?" (Yes – Probably).
- ❖ "Can our village use the Foundation instead of setting up our own Foundation. (Yes – Probably).
- ❖ "What can the Foundation do?"
  - ❖ Anything that is charitable or environmental for a 501c3.
  - ❖ Think about projects the Audobon Society, Nature Conservancy or Community Foundation would do.
- ❖ "Is the Foundation raising money?"
  - ❖ Yes. Please consider giving.



**Thank You, Volunteers!**



# EAGLE POINTE ARCHIVING

- Speaking of Volunteers.....
- Numerous blueprints, including individual Village plans, are in one of the maintenance barns. It's surprising they have not already been destroyed. We are looking for a volunteer, perhaps a history buff, that would be willing to digitize these drawings. This will help preserve our history. The drawings go back to the very beginning of the Pointe.



Together we can make our  
Golf Club at Eagle Pointe  
a great success!!  
**Thank you!!!**

# Stay Connected!

## What's Happening?

- Website: [www.pointeservices.org](http://www.pointeservices.org)
- Website: [www.eaglepointe.com](http://www.eaglepointe.com)
  - Calendar of Events
  - Join our email list!
- Website: [www.sahmsclubhouse.com](http://www.sahmsclubhouse.com)
- Community Boards
- Social Media
  - Facebook: The Golf Club at Eagle Pointe
  - Instagram: eaglepointegolf

# PSA Board Agenda

- Introductions
- Role of PSA Board Members
- Q&A with Cohoat & O'Neal
- Strategic Planning Committee Update-Tony Piano
- Discussion
- Adjournment

**Annual Pointe Service Association  
July 24, 2021 at 9:00 AM**

**Meeting called to order by President Betsy Larson at 9:00 AM**

**Owners Present 115**

**Board of Directors Introductions:**

Bay Pointe Judy Stout, Bay View Glenn Adams, WE Courtyard Jim Bottorff, Eagle Bay 1 Alan Hogan, Eagle Bay 11 Trent Speer, Eagle Cove Sherry Kay, East Bay Paul Browne, Fairway Knoll Ken Surface, Front Nine Jack Krajnak, Greenridge Rick Charles, Harbour Pointe Derek Foreman, LaSalle Woods Dan LaBrash, Pointe Cove Mike Cox, Pointe Retreats Susan Slaven, Waters Edge 1 John Teising, Waters Edge 11 Dan Dodge, Woodridge Sandra Hulse, At Large Melissa Emily.

**PSA Executive Board Members in Attendance:**

President Betsy Larson, Treasurer Gail Miller, Secretary Susan Slaven, At-Large Tony Piano, At-Large Ken Surface, At-Large Milan Milivojevic

**Management Present:**

COO of Cohoat & O'Neal Doc O'Neal, Vice President of Golf Operations Colin O'Neal, Golf Superintendent Chad Moritz, Vice President Financial Officer Jarod Downing, Ed Sahn Owner of Sahn's Catering, Head Golf Professional Brian Hollingshead.

**Golf Operations as of July 21,21- Doc O'Neal/ Colin O'Neal**

- 11,609 Rounds of Golf Played YTD (up 16% YTY)
- \$167,589 Green Fee Revenue.
- \$40,034 Cart Fee Revenue.
- \$9,309 Range Revenue.
- \$50,948 Golf Shop Merchandise Sales.
- Social Memberships Actual is 434,171 v. \$30,000 Budget.
- Boatyard \$20,210 v \$29,000 Budget, several slips will be available, once improvements are finished.
- Golf Membership- 111 members making up \$103,400 v. \$125,000 budget.
- Golf Outing Tracker Review- 13 outings on the books for 2021. We hope to host 20 golf outings in 2022.

**Food and Beverage Operations-Ed Sahn**

- Potential for catering not just at Eagle Pointe but within the 20- mile radius of Bloomington.
- Smoked food is on-site and large sharable portions will be served soon.
- Weekly specials will continue.
- Monthly buffet 4<sup>th</sup> Sunday of every month will start in August.

- New signs are Sahn's Smokehouse.
- Buffets becoming available for group outings.

### **PSA Treasurer's Report- financials January 1- June 30, 2021**

- GC@ Eagle Pointe Projects List-2021
- PSA Consolidated Profit/Loss Statement as of June 30, 2021.
- PSA Consolidated Balance Sheet as of June 30, 2021.
- 2018-2021 Profit/Loss
- Treasurer's Report
- 2021 PSA Community Projects/Operational Support – To Date thru 7/22/2021 for the Golf Club @ Eagle Pointe.

<https://documentcloud.adobe.com/link/track?uri=urn:aaid:scds:US:4868919f-723c-498b-bb92-ca1517556765>

This information can also be found on the 2021 Slide Deck posted to the PSA website.

### **Betsy Larson presented the yearly Bruce Wallace award in recognition of continuous donations and labor to better our community.**

Charlie and Gail Miller

Brian and Mary Earley.

### **LLC/Eagle Pointe Foundation Members-**

Tom Richardson, Peter Samuelson, Bill Jonas, Don Arbogast, Jerry Pagac

- "Dogshack" Dave Pratt Memorial Golf Outing Thursday September 16,2021 12:00 Noon Shotgun start. Register at EaglePointe.com Life at Eagle Pointe
- Golf, Dinner & Auction. Foursome-\$400 Team, Sponsor- \$450, Dinner Only \$35, Hole Sponsors \$100.

### **About the Foundation**

- 501©3 charitable foundation
- Donations to the foundation are tax deductible.
- PSA will approve the foundations board members.
- Purpose is "environmental preservation and enhancement" and to "help the community."
- To complement other efforts to improve our community.

### **Initial Projects**

- Transform the uncut, weedy landscape around the 10<sup>th</sup> hole waterfall into a sea of wildflowers (3 years).
- Plant trees throughout our community to enhance and beautify Eagle Pointe.
- Purchase an AED (Automated External Defibrillator) for placement at the front gate.
- Sponsor the September 16 golf outing.
- Stand-up the Foundation.
- Projects TBD.

### **Security- Steven Hines**

- Hines Security has merged with Security-Pro 24/7.
- Steven will continue to do routine maintenance; the major repairs will be sub contracted out to other vendors.
- Parking passes and registering their vehicles.
- Patrol for the neighborhoods was voted to be eliminated to cut a cost of \$26,000 per year.

### **How PSA Operates**

#### **PSA Board of Directors (PSA Village Representatives)**

- Executive Committee
  - The Golf Club at Eagle Pointe LLC.
  - Cohoat & O'Neal Golf Management
  - Sahm's Clubhouse.
  - Strategic Steering Committee
- Nominating and Bylaws Committee
- Architectural Committee
- Eagle Pointe Foundation

**Vice President Mike Baugh passed away suddenly in May. He served for several years and loved our community. His countless contributions to our community will be missed. The nominating committee interviewed candidates for this position until July 7. This position will be voted on at the Executive Board Meeting.**

**Thank you, Volunteers!**

### **Stay Connected!**

**Website: [www.pointeservices.org](http://www.pointeservices.org)**

**Website: [www.eaglepointe.com](http://www.eaglepointe.com)**

- Calendar of Events.
- Join our email list!

**Website: [www.sahmsclubhouse.com](http://www.sahmsclubhouse.com)**

### **Community Boards**

#### **Social Media**

- Facebook: The Golf Club at Eagle Pointe.
- Instagram: eaglepointegolf

**Meeting Adjourned at 11:10 AM**

**Minutes by Secretary Susan Slaven**

**Motion to approve by Milan Milivojevic and seconded by John Teising.**

**Pointe Service Association  
Board of Directors  
July 24, 2021  
APPROVED**

**Meeting called to order by President Betsy Larson at 11:10AM**

**Members Present:**

President Betsy Larson, Secretary Susan Slaven, Treasurer Gail Miller, At-Large Tony Piano, At-Large Ken Surface, At-Large Milan Milivojevic, Bay Pointe Judy Stout, Bay View Glenn Adams, Waters Edge Ctyd James Bottorff, Eagle Bay II Trent Speer, East Bay Paul Browne, Fairway Knoll Ken Surface, Front Nine Jack Krajnak, Greenridge Rick Charles, Dan LaBrash LaSalle Woods, Pointe Cove Melissa Emily, Pointe Retreat Susan Slaven, Waters Edge 1 John Teising, Water Edge II Dan Dodge, Woodridge Sandra Hulse, Board At-Large Melissa Emily.

**Members Not Present:**

Eagle Bay Alan Hogan, Eagle Cove Sherry Kay, Harbour Pointe Derek Foreman.

**Guests Present:** Colin O'Neal, Doc O'Neal, Ed Sahm, Jarod Downing

**Sahm's Catering- Ed Sahm**

- Potential for catering not just at Eagle Pointe but within the twenty-mile radius of Bloomington.
- Smoked food is on-site and large sharable portions will be served soon.
- Weekly specials will continue.
- Monthly buffet 4<sup>th</sup> Sunday of every month will start in August.
- New signs are Sahm's Smokehouse.
- Buffets becoming available for group outings such as Hit-N-Giggle.
- Possibilities based on cost or donations to host NFL games in the bar.

**Nominating Committee to propose our new candidate Melissa Emily as our "Vice President" replacement in behalf of Mike Baugh who passed recently.**

15 approved, zero opposed. 2 members absent. Passed by majority vote.

**Strategic Planning Committee Presentation-** Tony Piano, Ken surface, Debbie Tocco, Jack Krajnak, Glenn Adams, Peter Samuelson.

**Mission statement-** Establish sound budgeting, planning and allocation of finances ensuring that the assets contained within the Eagle Pointe Community are maintained, enhanced and provide a return on investment for owners.



### **Activities Completed**

- Survey (limited responses- almost all addressed the clubhouse and tennis court areas)
- Certified Building Inspection Completed

#### Major Findings:

##### Clubhouse

- Significant siding issues, deteriorating and falling off.
- Rotten window sills- condensation in windows, replacements needed.
- Roof- about 5 years life remaining.
- AC units- Some units nearing end of life.

##### Birdies Rental Home

- Foundation in need of immediate repair- cracked and bowing.
- Mold issues in crawl space.
- Siding- needs replaced.
- Roof and guttering needs replaced.

##### Eagles Nest

- Overall building is in good shape.
- Same roof and siding issues as Clubhouse.

### **Discussion on plan of action on how to present this to the public.**

**Motion to adjourn at 1:00 PM by Ken Surface and seconded by Tony Piano.**

**Minutes by Secretary Susan Slaven**

Pointe Services Association  
Board of Directors Meeting  
Minutes: September 21, 2021  
6pm - The Eagles Nest

Executive Committee Members present: Betsy Larson (President), Melissa Emily (Vice President), Gail Miller (Treasurer), Ken Surface (Member At Large), Milan Milivojevic (Member At Large), Tony Piano (Member At Large)

Executive Committee Members absent: Susan Slaven (Secretary)

Strategic Planning Committee Members present: Tony Piano, Ken Surface, Milan Milivojevic, Jack Krajnak, Peter Samuelson, Glenn Adams

Board of Director Members present: Judy Stout (Bay Pointe), Glenn Adams (Bay View), James Bottorff (Court Yard), Alan Hogan (Eagle Bay I), Sherry Kay (Eagle Cove), Paul Browne (East Bay), Ken Surface (Fairway Knoll), Jack Krajnak (Front Nine), Rick Charles (Greenridge), John Menne (Harbour Pointe), Kevin Moyer (LaSalle Wood), Mike Cox (Pointe Cove), John Teising (Waters Edge I), Dan Dodge (Waters Edge II), Sandra Hulse (Woodridge), Melissa Emily (At Large)

Board of Director Members absent: Trent Speer (Eagle Bay II), Susan Slaven (Pointe Retreat)

Additional attendees: Doc O'Neal, Colin O'Neal, Ed Sahn, Chad Moritz

**2022 EQUIPMENT LEASES** - Chad Moritz, Golf Superintendent

- PowerPoint presentation for equipment needed presented by Chad Moritz.
- Motion to approve lease financing beginning when the following equipment is received in 2022:
  - Groundsmaster 4500, Greensmaster TriFlex 3300 Hydraulic
  - Reelmaster 3575-D
  - ProPass Tow Chassis and Fender Kit
  - ProPass 200 Wireless
  - ProPass Hydraulic Power Pack
  - Workman HDX-2WD

**Made by Alan Hogan, Eagle Bay 1. Second by Mike Cox, Pointe Cove.**

- In Favor - 11, Opposed - 4, Abstained - 1
- Motion approved.

**STRATEGIC PLANNING COMMITTEE** - Presentation by Ken Surface

- Outlined presentation of Eagle Vision 2022 and Beyond that was researched and developed by the Strategic Planning Committee presented by Ken Surface.
- Motion to call a Special Meeting of members on Saturday, October 30, 2021 at 9am to vote on two items:
  1. To amend the Declarations to allow special assessments to be voted on and collected over multiple years - specifically by amending Article V, Section 5 on Special Assessments, to replace the words "in any assessment year a special assessment, applicable to that year only" with the words "a special assessment, which may be voted on and collected over one or more consecutive years"
  2. To approve a Special Assessment (\$1,200 per unit, to be paid over 2 years, in 2022 and 2023), and the plan for the use of the proceeds as presented in the PowerPoint presentation from the Strategic Planning Committee).

**Made by Paul Browne, East Bay. Second by Judy Stout, Bay Pointe.**

- In Favor - 16, Opposed - 0, Abstained - 0
- Motion approved.
- Motion that the PSA continue with precedent and only include dwelling owners (and empty lot owners) as Members for purposes of the vote on this special assessment."

**Made by Jack Krajnak, Front Nine. Second by Sherry Kay, Eagle Cove.**

- In Favor - 16, Opposed - 0, Abstained - 0
- Motion approved.

Motion to adjourn meeting at 840pm made by Jack Krajnak, Front Nine.  
Minutes prepared by Melissa Emily, Executive Committee Vice President.

**Pointe Service Association  
Executive Board Meeting  
October 26, 2021**

**Meeting called to order by President Betsy Larson at 6:00 PM**

**Members Present-** President Betsy Larson, Vice President Melissa Emily, Secretary Susan Slaven, Treasurer Gail Miller, At-Large Ken Surface, At-Large Tony Piano.

**Guests Present-** Jordan (Marketing-Sahm's), Eddie Jr. Sahm, Ed Sahm, Doc O'Neal, Colin O'Neal, Brian Earley

**Nominating Committee Discussion- Brian Earley**

- Currently two applications submitted for the upcoming election for President.
- Currently one application submitted for the upcoming election as Treasurer
- An Assistant Treasurer may be selected by the PSA BOD, at the January yearly board meeting.

**Sahms Marketing- Jordan**

- First point of action is to establish what our brands are in this area.
- Brand refresh- "Sahms on the Pointe" Full brand identity.
- What will speak to our clientele that supports our goals of the operation.
- Possible marketing with a shield that supports shelter, great product, tradition.
- Code of arms the "Eagle on The Pointe" ties in our location at Eagle Pointe.
- Wanting this to be a destination that is open to the public.
- Brand and color marketing will represent reliability and value.
- Typography menus to be easy to read and crisp including an updated web site.
- Launch plan reintroduction to the community November 8<sup>th</sup> even and open to all that wish to come. Must register to come for proper food expectations and building occupancy.
- Uniforms continuity to be established.
- Capitalize on the marketing to the neighborhood first.

**Golf Operations-**

- Brian Meyer as new controller over golf operations and Jarod Downing as Vice President of finance.
- Will Birdies be offered for play & Stay's for 2022.
- Rounds of golf thru October 25<sup>th</sup>- 19,921 rounds
- Golf shop merchandise sales \$83,962
- 14 Golf outings for 2021
- Creating new leagues for 2022.
- Marketing plan for golf- Golf-Now, Group-Golfer and more social media activity.

**Financials- Gail Miller**

<https://www.dropbox.com/s/cv4qkqxrrm0mj7g/Sept%20Financials.pdf?dl=0>

**Strategic Planning Committee Update-Tony Piano**

We are approximately 50 shy from the needed ballots to push the assessment of \$1200 paid over two years. The goal is to have 30+ over the needed vote by this upcoming Saturday October 30<sup>th</sup> dead-line.

**2022 Security-** Discussion for possible six-month extension of current term allowing us to submit bids from other sources.

**Rental Fees-** Currently 81 rental owners have been invoiced and paid.

**PSA Executive Board Meeting November 23,2021.**

- Will let BOD decide if they want to allow open meetings.

**Meeting adjourned at 9:08 PM**

**Minutes by Secretary Susan Slaven**

**PSA Board Agenda discussion for October 20<sup>th</sup> – Betsy Larson**

**Pointe Service Association  
October 30<sup>th</sup> 2021 9:00 AM  
APPROVED**

**Meeting called to order by President Betsy Larson at 9:00AM**

**The two questions to be voted on today-as specified by the PSA Board when it called this special meeting of the members:**

- 1) To approve a special assessment (\$1200 per unit, to be paid over 2 years, in 2022 and 2023), and the plan for the use of the proceeds (as presented in the Power Point presentation from the Strategic Planning Committee).
- 2) To amend the declarations to allow special assessments to be voted on and collected over multiple years- specifically by amending Article V, Section 5 on Special Assessments, to replace the words "in any assessment year a special assessment, applicable to that year only" with the words "a special assessment, which may be voted on and collected over one or more consecutive years."

**Secretary Susan Slaven has collected proxies. Presiding officer votes as directed in each proxy.**

**As Secretary, I have counted the proxies received to date for the special assessment. We have the following votes:**

Question 1- To amend the Bylaws: YES= 686 NO=26  
Question 2- Special Assessment of \$1200 (to be paid over two years per unit)  
YES= 685 NO=25

**President Betsy Larson received additional votes being cast the morning of October 30, 2021.**

**President Betsy Larson confirmed that there was a quorum.**

**President Betsy Larson confirmed "all counted votes had their proxy designation in attendance".**

**Meeting minutes by Secretary Susan Slaven**

**Meeting Adjourned by President Betsy Larson at 9:30AM**

**PSA Board of Directors**  
**October 30<sup>th</sup> 2021. 9:30AM**

**Meeting called to order by President Betsy Larson at 9:30AM**

**Board Members Present**-President Betsy Larson, Vice President Melissa Emily, Treasurer Gail Miller, Secretary Susan Slaven, At-Large Tony Piano, At-Large Ken Surface, Greenridge Rick Charles, Front Nine Jack Krajnak, Fairway Knoll Ken Surface, Harbour Pointe John Menne, Pointe Retreats Susan Slaven, Bay View Glen Adams, East Bay Paul Browne, Woodridge Sandra Hulse, Waters Edge II Dan Dodge, Waters Edge Ctyd. James Bottorff, Waters Edge I John Teising, Bay Pointe Judy Stout, Eagle Cove Sherry Kay, LaSalle Woods Kevin Moyer, Eagle Bay I Trent Speer, Eagle Bay II Alan Hogan, Pointe Cove Mike Cox

**Board Members Not Present**-Milan Milivojevic- Executive At Large

**Management Partners Present**- Doc O'Neal and Ed Sahn

**"Go Forward" Plan-**

Permits will be applied for and contracts will begin immediately. Over- seeing the projects will be with construction background volunteers.

**Motion to move forward with the strategic planning committee to execute and oversee the project.** Motion approved by Alan Hogan and seconded by Trent Speer. Motion passed by unanimous vote.

**Motion to seek short term funding** by Ken Surface and seconded by Judy Stout. 1 abstain. Motion passed by majority vote.

All funds received from the special assessment will be in a separate account. Options to pay the full amount of \$1200 up front will be available and payments will begin January 1, 2022. This assessment will be considered a lien on all property transfers starting January 1, 2022.

**Treasurer's Report- Gail Miller**

This will be reviewed in January of 2022

<https://www.dropbox.com/s/musu3n9oofjok00/PSA%20Fin%20Oct%20BOD%20Mt.pdf?dl=0>

**Golf Financials- Gail Miller/ Doc O'Neal**

<https://www.dropbox.com/s/ty11b0h317gcnf6/GC%20%40%20EP%20Fin%20Oct%20BOD%20.pdf?dl=0>

**Golf Operations- Doc O'Neal**

- Brian Meyer as new controller over golf operations and Jarod Downing as Vice President of finance.
- Rounds of golf thru October 25th- 19,921 rounds
- Golf shop merchandise sales \$83,962
- 14 Golf outings for 2021
- Creating new leagues for 2022.
- Marketing plan for golf- Golf-Now, Group-Golfer and more social media activity.

**Sahms Financials- Ed Sahn**

<https://www.dropbox.com/s/hisns2yfgyjqrz/Sahms%20Fin%20Oct%20BOD.pdf?dl=0>

**Sahms Marketing- Jordan**

- First point of action is to establish what our brands are in this area.
- Brand refresh- "Sahms on the Pointe" Full brand identity.
- What will speak to our clientele that supports our goals of the operation.
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- Brand and color marketing will represent reliability and value.
- Typography menus to be easy to read and crisp including an updated web site.
- Launch plan reintroduction to the community November 8<sup>th</sup> even and open to all that wish to come. Must register to come for proper food expectations and building occupancy.
- Uniforms continuity to be established.
- Capitalize on the marketing to the neighborhood first.
- Food prices have increased by 30-40% and the new menu will have some price adjustments.

**2022 Security and Beyond- Betsy Larson**

- Two new computers and cameras are needed at an expected cost of \$13,000. The loops to keep the system going will cost an additional \$6,000 plus asphalt. The system currently being used is near its end of life and difficult to locate parts.
- Security Pro Services contract expires 12/31/2021. We should have a new contract for review in the next couple of weeks. The new contract will be for a year but can be canceled at any time without penalty.
- Executive committee is looking at new system options to provide to the BOD at the next upcoming meeting for further discussion.
- Remotes have been ordered and scheduled to arrive soon. Compatible issues with the old system have caused much difficulty and so far we have not been able to obtain new cards.

**Open Board Meetings w/ community- Betsy Larson**

The Board of Directors will allow the community to be present for the quarterly meetings. If any voting is necessary the meeting will go into a private executive session.

**Open Discussion**

Five new golf course equipment arriving by April 2022.

**Sahms Clubhouse:**

- Food prices have increased by 30-40% and the new menu will have some price adjustments.
- New branding with an open house on the 8<sup>th</sup> of November with Eagle Pointe community to be invited. (must register in advance due to limited occupancy).
- Bar with food service will be open during construction.
- Brunches will be served starting mid-November

**Motion to adjourn by Alan Hogan and seconded by Melissa Emily at 11:00Am**

**Minutes by Secretary Susan Slaven**

**Motion to Approve October 30<sup>th</sup> BOD meeting minutes by Kevin Moyer and seconded by Rick Charles through email.**



**SAHM'S SMOKEHOUSE - BLOOMINGTON**  
**PROFIT AND LOSS**  
**October 3, 2021**

	12/2/20- 01/24/21	01/25/21- 02/21/21	2/22/21- 3/21/21	3/22/21- 4/18-21	4/19/21- 5/16/21	5/17/21- 6/13/21	6/14/21- 7/11/21	7/12/21- 8/08/21	8/09/21- 9/05/21	9/06/21- 10/03/21	2021 YTD	
Total Income	\$ 36,906	\$ 31,184	\$ 49,173	\$ 67,887	\$ 80,513	\$ 111,701	\$ 97,675	\$ 126,788	\$ 116,929	\$ 112,405	\$ 831,162	
Total Cost of Goods Sold	\$ 12,959	\$ 10,796	\$ 18,749	\$ 21,700	\$ 28,195	\$ 38,607	\$ 22,335	\$ 40,149	\$ 35,455	\$ 38,111	\$ 267,056	<b>32%</b>
Gross Profit	\$ 23,948	\$ 20,388	\$ 30,424	\$ 46,187	\$ 52,318	\$ 73,094	\$ 75,340	\$ 86,639	\$ 81,474	\$ 74,294	\$ 564,105	
Expenses												
Payroll	\$ 26,764	\$ 23,683	\$ 23,660	\$ 24,500	\$ 39,157	\$ 39,181	\$ 33,901	\$ 41,757	\$ 35,726	\$ 41,369	\$ 329,698	<b>40%</b>
Other controllables	\$ 8,292	\$ 7,859	\$ 10,041	\$ 12,555	\$ 14,674	\$ 18,963	\$ 20,372	\$ 21,611	\$ 26,459	\$ 19,466	\$ 160,292	<b>19%</b>
Administrative Fees	\$ 2,399	\$ 2,027	\$ 3,196	\$ 4,413	\$ 5,233	\$ 7,261	\$ 6,349	\$ 8,241	\$ 7,600	\$ 7,306	\$ 54,025	
Management Fees	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 60,000	
Total Expenses	\$ 43,455	\$ 39,569	\$ 42,897	\$ 47,468	\$ 65,064	\$ 71,405	\$ 66,622	\$ 77,609	\$ 75,785	\$ 74,141	\$ 604,015	
<b>Net Income</b>	<b>\$ (19,507)</b>	<b>\$ (19,181)</b>	<b>\$ (12,473)</b>	<b>\$ (1,281)</b>	<b>\$ (12,746)</b>	<b>\$ 1,689</b>	<b>\$ 8,718</b>	<b>\$ 9,030</b>	<b>\$ 5,689</b>	<b>\$ 153</b>	<b>\$ (39,909)</b>	

**The Golf Club @ Eagle Pointe**  
**Balance Sheet Summary**  
As of September 30, 2021

	Total		Change
	As of Sep 30, 2021	As of Aug 31, 2021 (PP)	
<b>ASSETS</b>			
<b>Current Assets</b>			
Bank Accounts	\$14,768.49	\$22,647.05	(\$7,878.56)
Accounts Receivable	\$22,369.83	\$13,800.48	\$8,569.35
Other Current Assets	\$54,321.80	\$57,104.22	(\$2,782.42)
<b>Total Current Assets</b>	<b>\$91,460.12</b>	<b>\$93,551.75</b>	<b>(\$2,091.63)</b>
<b>Fixed Assets</b>	<b>\$1,454,086.66</b>	<b>\$1,450,610.23</b>	<b>\$3,476.43</b>
<b>Other Assets</b>	<b>\$42,004.67</b>	<b>\$42,004.67</b>	<b>\$0.00</b>
<b>TOTAL ASSETS</b>	<b>\$1,587,551.45</b>	<b>\$1,586,166.65</b>	<b>\$1,384.80</b>
<b>LIABILITIES AND EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable	\$42,963.61	\$40,946.25	\$2,017.36
Credit Cards	\$2,977.02	\$2,259.74	\$717.28
Other Current Liabilities	\$307,947.04	\$338,586.92	(\$30,639.88)
<b>Total Current Liabilities</b>	<b>\$353,887.67</b>	<b>\$381,792.91</b>	<b>(\$27,905.24)</b>
<b>Long-Term Liabilities</b>	<b>\$654,617.75</b>	<b>\$652,717.75</b>	<b>\$1,900.00</b>
<b>Total Liabilities</b>	<b>\$1,008,505.42</b>	<b>\$1,034,510.66</b>	<b>(\$26,005.24)</b>
<b>Equity</b>	<b>\$579,046.03</b>	<b>\$551,655.99</b>	<b>\$27,390.04</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$1,587,551.45</b>	<b>\$1,586,166.65</b>	<b>\$1,384.80</b>

## The Golf Club @ Eagle Pointe YTD Profit/Loss

January - September, 2021

	Sep 2021			Total		
	Actual	Budget	over Budget	Actual	Budget	over Budget
<b>Income</b>						
Golf Operations Revenue	\$100,718	\$91,674	\$9,044	\$627,069	\$569,541	\$57,528
Marketing Revenue	\$4,500	\$4,166	\$334	\$13,200	\$37,494	(\$24,294)
<b>Total Income</b>	<b>\$105,218</b>	<b>\$95,840</b>	<b>\$9,378</b>	<b>\$640,269</b>	<b>\$607,035</b>	<b>\$33,234</b>
<b>Cost of Goods Sold</b>						
COGS - Golf Operations	\$8,558	\$5,594	\$2,964	\$58,906	\$28,870	\$30,036
<b>Total Cost of Goods Sold</b>	<b>\$8,558</b>	<b>\$5,594</b>	<b>\$2,964</b>	<b>\$58,906</b>	<b>\$28,870</b>	<b>\$30,036</b>
<b>Gross Profit</b>	<b>\$96,660</b>	<b>\$90,246</b>	<b>\$6,414</b>	<b>\$581,363</b>	<b>\$578,165</b>	<b>\$3,198</b>
<b>Expenses</b>						
Food and Beverage Expenses	\$357		\$357	\$4,858	\$0	\$4,858
G&A Payroll Expenses	\$5,328	\$4,155	\$1,173	\$45,967	\$37,396	\$8,571
General and Administrative Expenses	\$34,294	\$25,485	\$8,809	\$229,001	\$206,870	\$22,131
Golf Operations Expenses	\$30,101	\$23,275	\$6,826	\$188,114	\$161,729	\$26,385
Maintenance Expenses	\$28,851	\$41,734	(\$12,883)	\$343,874	\$320,710	\$23,164
Marketing Operations Expenses	\$401	\$300	\$101	\$8,170	\$4,700	\$3,470
<b>Total Expenses</b>	<b>\$99,333</b>	<b>\$94,949</b>	<b>\$4,384</b>	<b>\$819,983</b>	<b>\$731,405</b>	<b>\$88,578</b>
<b>Net Operating Income</b>	<b>(\$2,673)</b>	<b>(\$4,703)</b>	<b>\$2,030</b>	<b>(\$238,619)</b>	<b>(\$153,240)</b>	<b>(\$85,379)</b>
<b>Net Income</b>	<b>(\$2,673)</b>	<b>(\$4,703)</b>	<b>\$2,030</b>	<b>(\$238,619)</b>	<b>(\$153,240)</b>	<b>(\$85,379)</b>

Monday, Oct 25, 2021 02:36:02 PM GMT-7 - Accrual Basis

**The Golf Club @ Eagle Pointe**  
**Profit and Loss Prior Year Comparison - Golf only**  
 January - September, 2021

	Total		Change	% Change
	Jan - Sep, 2021	Jan - Sep, 2020 (PY)		
<b>Income</b>				
<b>Golf Operations Revenue</b>	627,069.39	442,968.41	184,100.98	41.56%
<b>Marketing Revenue</b>	13,200.00	56,782.23	(43,582.23)	-76.75%
<b>Total Income</b>	<b>640,269.39</b>	<b>499,750.64</b>	<b>140,518.75</b>	<b>28.12%</b>
<b>Cost of Goods Sold</b>				
<b>COGS - Golf Operations</b>	58,905.91	16,056.67	42,849.24	266.86%
<b>Total Cost of Goods Sold</b>	<b>58,905.91</b>	<b>16,056.67</b>	<b>42,849.24</b>	<b>266.86%</b>
<b>Gross Profit</b>	<b>581,363.48</b>	<b>483,693.97</b>	<b>97,669.51</b>	<b>20.19%</b>
<b>Expenses</b>				
<b>G&amp;A Payroll Expenses</b>	45,967.10	14,289.45	31,677.65	221.69%
<b>General and Administrative Expenses</b>	229,000.65	286,083.76	(57,083.11)	-19.95%
<b>Golf Operations Expenses</b>	188,113.95	163,572.27	24,541.68	15.00%
<b>Maintenance Expenses</b>	343,873.56	251,196.46	92,677.10	36.89%
<b>Marketing Operations Expenses</b>	8,169.66	28,817.48	(20,647.82)	-71.65%
<b>Total Expenses</b>	<b>815,124.92</b>	<b>743,959.42</b>	<b>71,165.50</b>	<b>9.57%</b>
<b>Net Operating Income</b>	<b>(233,761.44)</b>	<b>(260,265.45)</b>	<b>26,504.01</b>	<b>10.18%</b>

Wednesday, Oct 27, 2021 07:27:02 AM GMT-7 - Accrual Basis

**POINTE SERVICES ASSOCIATION**  
**Balance Sheet**  
**As of September 30, 2021**

	Total
<b>ASSETS</b>	
Operating Cash	\$95,185
Reserve Cash	\$51,484
Buildings/Land/Gate Systems/Misc. Equip.	\$188,702
(Accumulated Depreciation)	(\$147,105)
Investment - Golf Course	\$1,025,331
<b>TOTAL ASSETS</b>	<b>\$1,213,597</b>
<b>LIABILITIES</b>	
Accounts Receivable Assessments	\$110,480
Clearing Account	
<b>Total Liabilities</b>	<b>\$110,480</b>
<b>EQUITY</b>	
Retained Earnings	\$156,117
Current Year Retained Earnings	\$402,213
Calculated Prior Years Retained Earnings	\$544,787
Total Equity	<b>\$1,103,117</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$1,213,597</b>

**ENTRIES PER OLSON (CPA)**

Asset	\$188,702		Record fixed assets removed from BS in 2018 and associated Accum. Dep. Thru 2020
PY Retained Earnings		\$41,597	
Accumulated Dep		\$147,105	
PY Retained Earnings	\$204,646		To tie out the investment previously removed in 2018
GC Investment		\$204,646	
GC Investment	\$996,331		Record investment to GC in 2018 that was previously removed
PY Retained Earnings		\$996,331	
GC Investment	\$392,635		Record investment to GC in 2019 recorded as an expense
PY Retained Earnings		\$392,635	
PY Retained Earnings	\$634,858		Record 2019 GC loss
GC Investment		\$634,858	
GC Investment	\$309,691		Record 2020 investment in GC previously recorded as expense
PY Retained Earnings		\$309,691	
PY Retained Earnings	\$339,836		2020 Income (loss) from GC
GC Investment		\$339,836	
Investment in Golf Course	\$506,014		Record YTD Investment in GC recorded as expense
Current Year Retained Earnings		\$506,014	

# PSA

## September 2021 Top Level Report

	Actual	Budget	\$ Over (Under)	
	<u>YTD</u>	<u>YTD</u>	<u>Budget</u>	
Total Income	\$589,649	\$559,877	\$29,772	
<b>General Operating Expenses:</b>				
Administrative & Insurance	\$40,289	\$43,418	(\$3,129)	(accounting/legal fees)
Amenities - Security	\$119,171	\$122,852	(\$3,681)	
Landscaping	\$1,800	\$2,625	(\$825)	
Repairs / Common Area Maint.	\$850	\$0	\$850	(guard bldg)
Utilities	\$12,976	\$12,721	\$255	
Total General Operating Expenses	<u>\$175,086</u>	<u>\$181,616</u>	<u>(\$6,530)</u>	
GC Operating Shortfalls	\$308,002	\$189,638	\$118,364	
Capital Improvements	\$198,012	\$188,000	\$10,012	
GC Total	<u>\$506,014</u>	<u>\$377,638</u>	<u>\$128,376</u>	
Road Repair /Sign Improvement	\$12,350	\$15,000	(\$2,650)	
			\$0	
Total Capital Improvements	<u>\$518,364</u>	<u>\$392,638</u>	<u>\$125,726</u>	
Net Income	(\$103,801)	(\$14,377)	(\$89,424)	



# Treasurer's Report

## PSA

### Accounts Receivable

**POINTE SERVICES ASSOCIATION  
ACCOUNTS RECEIVABLE  
AS OF 10/15/2021**

<b>OLD ACCOUNTS</b>	\$	32,291
<b>CURRENT</b>	\$	32,241
<b>30-60 DAYS</b>	\$	-
<b>60-90 DAYS</b>	\$	75
<b>90+DAYS</b>	\$	1,293
<b>TOTAL A/R</b>	\$	<u>65,900</u>



**POINTE SERVICES ASSOCIATION**  
**Balance Sheet**  
**As of September 30, 2021**

	Total
<b>ASSETS</b>	
Operating Cash	\$95,185
Reserve Cash	\$51,484
Buildings/Land/Gate Systems/Misc. Equip. (Accumulated Depreciation)	\$188,702 (\$147,105)
Investment - Golf Course	\$1,025,331
<b>TOTAL ASSETS</b>	<b>\$1,213,597</b>
<b>LIABILITIES</b>	
Accounts Receivable Assessments	\$110,480
Clearing Account	
<b>Total Liabilities</b>	<b>\$110,480</b>
<b>EQUITY</b>	
Retained Earnings	\$156,117
Current Year Retained Earnings	\$402,213
Calculated Prior Years Retained Earnings	\$544,787
Total Equity	\$1,103,117
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$1,213,597</b>

**ENTRIES PER OLSON (CPA)**

Asset	\$188,702		Record fixed assets removed from BS in 2018 and associated Accum. Dep. Thru 2020
PY Retained Earnings		\$41,597	
Accumulated Dep		\$147,105	
PY Retained Earnings	\$204,646		To tie out the investment previously removed in 2018
GC Investment		\$204,646	
GC Investment	\$996,331		Record investment to GC in 2018 that was previously removed
PY Retained Earnings		\$996,331	
GC Investment	\$392,635		Record investment to GC in 2019 recorded as an expense
PY Retained Earnings		\$392,635	
PY Retained Earnings	\$634,858		Record 2019 GC loss
GC Investment		\$634,858	
GC Investment	\$309,691		Record 2020 investment in GC previously recorded as expense
PY Retained Earnings		\$309,691	
PY Retained Earnings	\$339,836		2020 Income (loss) from GC
GC Investment		\$339,836	
Investment in Golf Course	\$506,014		Record YTD Investment in GC recorded as expense
Current Year Retained Earnings		\$506,014	

# PSA

## September 2021 Top Level Report

	Actual <u>YTD</u>	Budget <u>YTD</u>	\$ Over (Under) <u>Budget</u>	
<b>Total Income</b>	<b>\$589,649</b>	<b>\$559,877</b>	<b>\$29,772</b>	
<b>General Operating Expenses:</b>				
Administrative & Insurance	\$40,289	\$43,418	(\$3,129)	(accounting/legal fees)
Amenities - Security	\$119,171	\$122,852	(\$3,681)	
Landscaping	\$1,800	\$2,625	(\$825)	
Repairs / Common Area Maint.	\$850	\$0	\$850	(guard bldg)
Utilities	\$12,976	\$12,721	\$255	
<b>Total General Operating Expenses</b>	<b>\$175,086</b>	<b>\$181,616</b>	<b>(\$6,530)</b>	
GC Operating Shortfalls	\$308,002	\$189,638	\$118,364	
Capital Improvements	\$198,012	\$188,000	\$10,012	
<b>GC Total</b>	<b>\$506,014</b>	<b>\$377,638</b>	<b>\$128,376</b>	
Road Repair /Sign Improvement	\$12,350	\$15,000	(\$2,650)	
			\$0	
<b>Total Capital Improvements</b>	<b>\$518,364</b>	<b>\$392,638</b>	<b>\$125,726</b>	
<b>Net Income</b>	<b>(\$103,801)</b>	<b>(\$14,377)</b>	<b>(\$89,424)</b>	



**POINTE SERVICES ASSOCIATION  
ACCOUNTS RECEIVABLE  
AS OF 10/15/2021**

<b>OLD ACCOUNTS</b>	\$	32,291
<b>CURRENT</b>	\$	32,241
<b>30-60 DAYS</b>	\$	-
<b>60-90 DAYS</b>	\$	75
<b>90+DAYS</b>	\$	1,293
<b>TOTAL A/R</b>	\$	<u>65,900</u>

# The Golf Club @ Eagle Pointe

## Balance Sheet Summary

As of September 30, 2021

	Total		Change
	As of Sep 30, 2021	As of Aug 31, 2021 (PP)	
<b>ASSETS</b>			
<b>Current Assets</b>			
Bank Accounts	\$14,768.49	\$22,647.05	(\$7,878.56)
Accounts Receivable	\$22,369.83	\$13,800.48	\$8,569.35
Other Current Assets	\$54,321.80	\$57,104.22	(\$2,782.42)
<b>Total Current Assets</b>	<b>\$91,460.12</b>	<b>\$93,551.75</b>	<b>(\$2,091.63)</b>
Fixed Assets	\$1,454,086.66	\$1,450,610.23	\$3,476.43
Other Assets	\$42,004.67	\$42,004.67	\$0.00
<b>TOTAL ASSETS</b>	<b>\$1,587,551.45</b>	<b>\$1,586,166.65</b>	<b>\$1,384.80</b>
<b>LIABILITIES AND EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable	\$42,963.61	\$40,946.25	\$2,017.36
Credit Cards	\$2,977.02	\$2,259.74	\$717.28
Other Current Liabilities	\$307,947.04	\$338,586.92	(\$30,639.88)
<b>Total Current Liabilities</b>	<b>\$353,887.67</b>	<b>\$381,792.91</b>	<b>(\$27,905.24)</b>
Long-Term Liabilities	\$654,617.75	\$652,717.75	\$1,900.00
<b>Total Liabilities</b>	<b>\$1,008,505.42</b>	<b>\$1,034,510.66</b>	<b>(\$26,005.24)</b>
Equity	\$579,046.03	\$551,655.99	\$27,390.04
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$1,587,551.45</b>	<b>\$1,586,166.65</b>	<b>\$1,384.80</b>

Monday, Oct 25, 2021 02:33:43 PM GMT-7 - Accrual Basis

**The Golf Club @ Eagle Pointe**  
**YTD Profit/Loss**  
**January - September, 2021**

	Sep 2021			Total		
	Actual	Budget	over Budget	Actual	Budget	over Budget
<b>Income</b>						
<b>Golf Operations Revenue</b>	\$100,718	\$91,674	\$9,044	\$627,069	\$569,541	\$57,528
<b>Marketing Revenue</b>	\$4,500	\$4,166	\$334	\$13,200	\$37,494	(\$24,294)
<b>Total Income</b>	<b>\$105,218</b>	<b>\$95,840</b>	<b>\$9,378</b>	<b>\$640,269</b>	<b>\$607,035</b>	<b>\$33,234</b>
<b>Cost of Goods Sold</b>						
<b>COGS - Golf Operations</b>	\$8,558	\$5,594	\$2,964	\$58,906	\$28,870	\$30,036
<b>Total Cost of Goods Sold</b>	<b>\$8,558</b>	<b>\$5,594</b>	<b>\$2,964</b>	<b>\$58,906</b>	<b>\$28,870</b>	<b>\$30,036</b>
<b>Gross Profit</b>	<b>\$96,660</b>	<b>\$90,246</b>	<b>\$6,414</b>	<b>\$581,363</b>	<b>\$578,165</b>	<b>\$3,198</b>
<b>Expenses</b>						
<b>Food and Beverage Expenses</b>	\$357		\$357	\$4,858	\$0	\$4,858
<b>G&amp;A Payroll Expenses</b>	\$5,328	\$4,155	\$1,173	\$45,967	\$37,396	\$8,571
<b>General and Administrative Expenses</b>	\$34,294	\$25,485	\$8,809	\$229,001	\$206,870	\$22,131
<b>Golf Operations Expenses</b>	\$30,101	\$23,275	\$6,826	\$188,114	\$161,729	\$26,385
<b>Maintenance Expenses</b>	\$28,851	\$41,734	(\$12,883)	\$343,874	\$320,710	\$23,164
<b>Marketing Operations Expenses</b>	\$401	\$300	\$101	\$8,170	\$4,700	\$3,470
<b>Total Expenses</b>	<b>\$99,333</b>	<b>\$94,949</b>	<b>\$4,384</b>	<b>\$819,983</b>	<b>\$731,405</b>	<b>\$88,578</b>
<b>Net Operating Income</b>	<b>(\$2,673)</b>	<b>(\$4,703)</b>	<b>\$2,030</b>	<b>(\$238,619)</b>	<b>(\$153,240)</b>	<b>(\$85,379)</b>
<b>Net Income</b>	<b>(\$2,673)</b>	<b>(\$4,703)</b>	<b>\$2,030</b>	<b>(\$238,619)</b>	<b>(\$153,240)</b>	<b>(\$85,379)</b>

Monday, Oct 25, 2021 02:36:02 PM GMT-7 - Accrual Basis

**SAHM'S SMOKEHOUSE - BLOOMINGTON**  
**PROFIT AND LOSS**  
**October 3, 2021**

	12/2/20- 01/24/21	01/25/21- 02/21/21	2/22/21- 3/21/21	3/22/21- 4/18-21	4/19/21- 5/16/21	5/17/21- 6/13/21	6/14/21- 7/11/21	7/12/21- 8/08/21	8/09/21- 9/05/21	9/06/21- 10/03/21	2021 YTD	
Total Income	\$ 36,906	\$ 31,184	\$ 49,173	\$ 67,887	\$ 80,513	\$ 111,701	\$ 97,675	\$ 126,788	\$ 116,929	\$ 112,405	\$ 831,162	
Total Cost of Goods Sold	\$ 12,959	\$ 10,796	\$ 18,749	\$ 21,700	\$ 28,195	\$ 38,607	\$ 22,335	\$ 40,149	\$ 35,455	\$ 38,111	\$ 267,056	<b>32%</b>
Gross Profit	\$ 23,948	\$ 20,388	\$ 30,424	\$ 46,187	\$ 52,318	\$ 73,094	\$ 75,340	\$ 86,639	\$ 81,474	\$ 74,294	\$ 564,105	
Expenses												
Payroll	\$ 26,764	\$ 23,683	\$ 23,660	\$ 24,500	\$ 39,157	\$ 39,181	\$ 33,901	\$ 41,757	\$ 35,726	\$ 41,369	\$ 329,698	<b>40%</b>
Other controllables	\$ 8,292	\$ 7,859	\$ 10,041	\$ 12,555	\$ 14,674	\$ 18,963	\$ 20,372	\$ 21,611	\$ 26,459	\$ 19,466	\$ 160,292	<b>19%</b>
Administrative Fees	\$ 2,399	\$ 2,027	\$ 3,196	\$ 4,413	\$ 5,233	\$ 7,261	\$ 6,349	\$ 8,241	\$ 7,600	\$ 7,306	\$ 54,025	
Management Fees	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 60,000	
Total Expenses	\$ 43,455	\$ 39,569	\$ 42,897	\$ 47,468	\$ 65,064	\$ 71,405	\$ 66,622	\$ 77,609	\$ 75,785	\$ 74,141	\$ 604,015	
<b>Net Income</b>	<b>\$ (19,507)</b>	<b>\$ (19,181)</b>	<b>\$ (12,473)</b>	<b>\$ (1,281)</b>	<b>\$ (12,746)</b>	<b>\$ 1,689</b>	<b>\$ 8,718</b>	<b>\$ 9,030</b>	<b>\$ 5,689</b>	<b>\$ 153</b>	<b>\$ (39,909)</b>	

**Pointe Service Association  
Board of Directors Special Meeting  
Zoom- December 20<sup>th</sup>, 2021 6:00PM**

**APPROVED**

**Meeting called to order by President Betsy Larson at 6:03 PM**

**Executive Members Present-** President Betsy Larson, Vice President Melissa Emily, Treasurer Gail Miller, Secretary Susan Slaven, At-Large Tony Piano, At-Large Ken Surface, At-Large Milan Milivojevic

**Board of Directors Present-** Bay Pointe Judy Stout, Bay View Glenn Adams, Eagle Bay 1 Aaron Stephen, Fairway Knoll Ken Surface, Front Nine Jack Krajnak, Greenridge Rick Charles, Harbour Pointe John Menne, Pointe Cove Mike Cox, Pointe Retreat Susan Slaven, Waters Edge 1 John Teising, Waters Edge 2 Dan Dodge, Woodridge Sandra Hulse, BOD At-Large Melissa Emily.

**Members Not Present-** Waters Edge CTYD James Bottorff, Eagle Bay 2 Trent Speer, Eagle Cove Sherry Kay, East Bay Paul Browne, LaSalle Woods Kevin Moyer.

**Overview on Security- Betsy Larson**

- Current security contract ceases 12/31/21.
- Two of the Five gates are beyond repair and need total replacement.
- Three working gates are outdated systems and have very little life remaining and parts are unavailable.
- We have been unsuccessful for months to obtain remote controllers and replacement key cards.
- Preliminary estimates indicate approximately \$185,000 to \$200,000 to replace existing gates.
- 2021 expiring contract with 24/7 was \$160,000. Quoted price increased to \$210,000 for 2022.
- Do we want to continue having security?
- What types of security do we want? On-site guards, autonomous gate systems, camera security, hybrid.
- What are we going to do in the interim, until a new system is in place?
- Continue with a manned system and have broken gates open or closed?
- Eliminate all guards and save money until a new system is installed at a minimum of three months.

**Options- Proposal from three vendors.**



- 24/7 Security Pro Base quote- \$210,000
- Steve Hinds Security base quote- \$210,000
- Marshall Security base quote- \$166,000
- Autonomous gate system installed by BSA Specialty Services Group LLC cost \$200,000 plus Annual cell-gate license fees and annual maintenance fee of up to \$32,000.
- Video Surveillance system with Verkada/Smithville based at a minimum of \$200,000. Unknown potential costs for routers, maintenance charges and also a paid full-time administrator at the approximate cost of \$40,000.

#### **Key Decisions-**

- Eliminate high labor costs
- Financial burden that will be placed on the community both present and future.
- Technology must be modern and sustainable for years to come.

#### **Future Direction Discussion.**

- Current contract with 24/7 Security Pro will expire 12/31/21 and will not be renewed.
- **Motion** by Mike Cox and seconded by Rick Charles to eliminate security and to have all gates remained open. Approved by 8 votes and 4 votes opposed. Motion passed by majority vote.

**Motion to adjourn by Judy Stout at 8:20 PM and seconded by Dan Dodge.**

**Next PSA Quarterly Board of Directors Meeting- January 15, 2021 9:00AM at the Clubhouse Lobby.**

**Minutes by Secretary Susan Slaven**

**Minutes approved 1/6/22 with 17 approved and 1 abstain.**

**Pointe Service Association  
Board of Directors  
December 27, 2021 6:00 PM Zoom**

**APPROVED**

**Meeting called to order by President Betsy Larson at 6:02 PM**

**Executive Board Members Present:**

President Betsy Larson, Secretary Susan Slaven, Treasurer Gail Miller, At-Large Milan Milivojevic, At-Large Tony Piano, At-Large Ken Surface.

**Board of Directors Present:**

Bay Pointe Judy Stout, Bay View Glenn Adams, Waters Edge CTYD James Bottorff, Eagle Bay 2 Trent Speer, Eagle Cove Sherry Kay, Fairway Knoll Ken Surface, Front Nine Jack Krajnak, Greenridge Rick Charles, Harbour Pointe John Menne, LaSalle Woods Kevin Moyer, Pointe Cove Mike Cox, Pointe Retreat Susan Slaven, Waters Edge 1 John Teising, Waters Edge II Dan Dodge, Woodridge Sandra Hulse

**Members not present, that voted by proxy representation.**

Gail Miller represented Board at Large.

Susan Slaven represented Eagle Bay 1 and East Bay.

**Motion to rescind the vote on December 20,2021 that was to suspend all security beginning January 1, 2022**

Motion approved by Susan Slaven and seconded by Rick Charles. Motion approved by unanimous vote.

- **Motion to hire Marshall MSI for a minimum of 6 months with 24/7 manned service.**
- This service will not include patrols and will cost in total \$83,000 for six months.
- Motion approved by Ken Surface and seconded by Glenn Adams. Motion passed by unanimous vote.

**Motion to adjourn at 6:34 PM by John Teising and seconded by Judy Stout.**

**Next BOD meeting January 15,2022 9:00AM at the Clubhouse Lobby.**

**Minutes by Secretary Susan Slaven.**

**Minutes approved 1/6/22 by unanimous vote**