



# Eagle Pointe PSA Annual Meeting 2026

# Agenda

Welcome – Wendy Mangin

Eagle Pointe Foundation – Bill Jonas

Welcome Committee – Lisa Sorenson

Golf Operations - Vince Juarez/JD Wydner/Jeff Schroeder

Food/Beverage Operations – Kathleen Welsh

Building & Grounds – Rich Samuelson

Financials – Diane Nead

Q & A

# 2026 PSA Board of Directors

- Bay Pointe – Laura Domanski
- Bay View – Alison Becker
- Courtyard – Mark Wilkerson
- Eagle Bay I – Alan Hogan
- Eagle Bay II – Pammy Rogers
- Eagle Cove – Sarah Laros
- East Bay – Ellen Amholter
- Fairway Knoll – Dakotah Rogers
- Front Nine – Rich Samuelson
- Greenridge – Marilyn Duncan
- Harbour Pointe – John Menne
- LaSalle's Woods – Lora Niemeier
- Pointe Cove – Gail Miller
- Pointe Retreats – David Gray
- Water's Edge I – Don Arbogast
- Water's Edge II – Dan Dodge
- Woodridge – Brianna Reed

# Executive Committee & Key Chairs

## Executive Committee

- Wendy Mangin – President
- Mike Sciscoe – Vice President
- Diane Nead – Treasurer
- Lisa Sorenson – Secretary
- Steve Pyrz – At Large
- Kristy Radcliffe – At Large
- Jack Krajnak – Property Management Liaison
- Dave Tocco – Nominating

## Key Chairs

- Dave Tocco – Security Team
- Betsy Larson - Eagle Pointe Foundation President
- Rich Samuelson – Building & Grounds
- Diane Nead – Finance Committee
- Dakotah Rogers – Strategic Planning
- Lisa Sorenson - Welcome Committee

# President's Report

## WHAT HAVE WE DONE IN THE LAST YEAR?

### **GOVERNANCE**

- Board Roles & Responsibilities
- Code of Conduct
- Exit Questionnaires for EC/Board Members
- Revision of PSA Bylaws
- Revision of LLC Operating Agreement
- Finance Committee

### **LEGAL/CONTRACTS**

- Sahms/PSA Mediation
- Termination of Mackie Contract
- Landscaping Contract

# President's Report

## WHAT HAVE WE DONE IN THE LAST YEAR (cont'd)

### COMMUNICATIONS

- Monthly Highlights of Board Meetings to All Owners
- Sharing of Kemper/PSA Financials
- Owners' Time for Questions at Board Meetings

### SAFETY

- Purchase of Additional Security Cameras

### MISC

- Renewal of Sign Sponsorship Program
- Procedures for Use of Pickleball Courts
- Signage on Perimeter of LLC Property

# Eagle Pointe Foundation

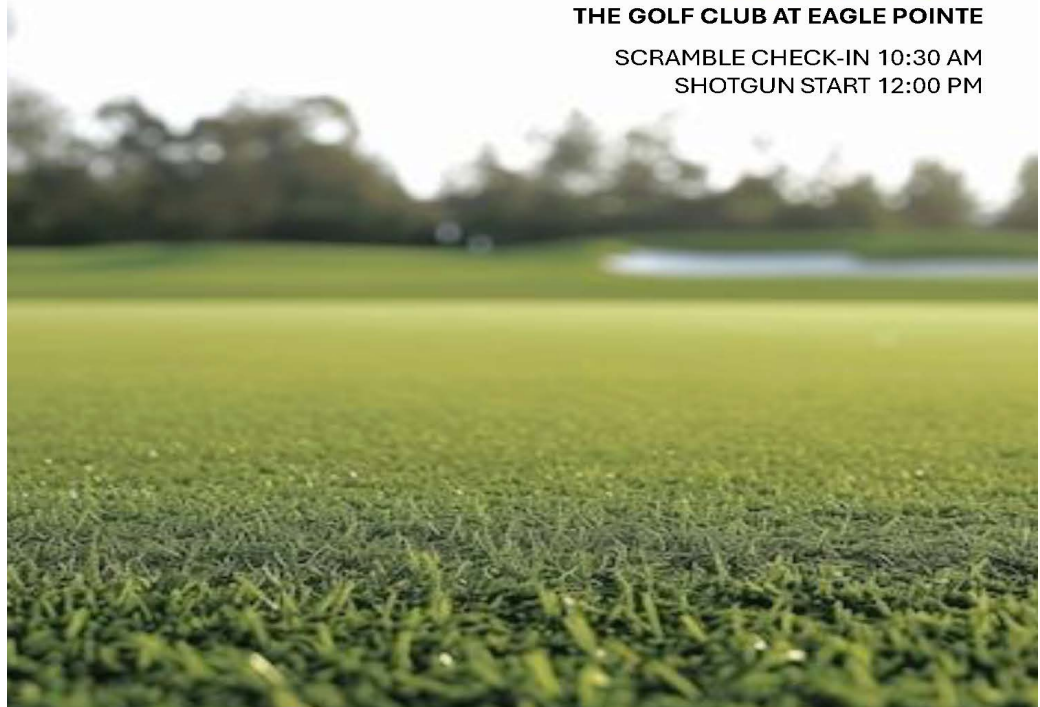
*Come Join this Community  
Event that includes golf,  
music, a silent auction,  
and dinner. Not a golfer?  
Just come enjoy dinner!*

EAGLE POINTE FOUNDATION  
5<sup>TH</sup> ANNUAL  
**CHARITY  
GOLF CLASSIC**

Benefiting  
Eagle Pointe Foundation,  
Grace Center, and  
Smithville Food Pantry



**FRIDAY**  
**JUNE 12, 2026**  
**THE GOLF CLUB AT EAGLE POINTE**  
SCRAMBLE CHECK-IN 10:30 AM  
SHOTGUN START 12:00 PM



LIVE ENTERTAINMENT | A CHANCE TO WIN A NEW CAR | FUN GAMES + PRIZES | MUCH MORE



## SELECT YOUR SPONSORSHIP PACKAGE!

Alternatively, you may go to **eaglepointefoundation.com** or mail a check to the address on the next page

# SELECT YOUR SPONSORSHIP PACKAGE!

Sponsorship Packages:	Presenting Sponsor	Eagle Sponsor	Foundation Sponsor	Classic Sponsor	Hole Sponsor
	\$10,000	\$5,000	\$2,500	\$600	\$125
Number of Foursomes	4	2	1	1	
Name/Logo as Presenting Sponsor on official <b>Outing Banner</b> , e.g., Eagle Pointe Foundation Golf Classic presented by {your company}	✓				
A <b>Company Executive</b> or Representative may briefly speak at the Awards Dinner	✓				
The Foundation will <b>Verbally Thank</b> your company at the Awards Dinner	✓	✓	✓		
Opportunity to Distribute or <b>Include in Swag Bags</b> an approved branded item, coupon, etc.	✓	✓	✓		
Large Logo on <b>Step + Repeat</b> /Logo Wall	✓				
Small Logo on <b>Step + Repeat</b>		✓	✓		
Name/Logo on <b>Charity Auction Site</b>	✓	✓	✓		
Name/Logo on <b>Foundation Website</b>	✓	✓	✓		
Name/Logo on <b>Foundation Social Channels</b>	✓	✓	✓		
<b>Hole Signage Sponsorship</b> with either phone number, website, or QR code	✓	✓	✓		✓
Name/Logo on Signage on the <b>Driving Range, Putting Green, or Other Location</b>			✓		
Prominent Logo on all <b>Player Golf Carts</b>	✓				
Multi-branded Signage on <b>Beverage Carts</b>		✓			
<b>Lunch</b> upon arrival, including <b>Drink Tickets</b>	✓	✓	✓	✓	
<b>Awards Dinner</b>	✓	✓	✓	✓	
<b>Entertainment</b> by Charlie Jesseph	✓	✓	✓	✓	
<b>Tournament Jacket</b> for each golfer					
<b>Swag Bags</b> for each golfer	✓	✓	✓	✓	



### **EAGLE POINTE FOUNDATION**

The mission of the Eagle Pointe Foundation is to enhance our community and assist those in need in surrounding communities through fundraising, volunteer efforts, and charitable giving.

### **SMITHVILLE FOOD PANTRY**

Founded by Carthell and Peggy Everett in November 2010, the Smithville Food Pantry aims to assist neighbors dealing with food insecurity. It offers non-perishable food items and essential personal care products to residents of Clear Creek Township. The Smithville Christian Church and community members oversee the operations of the Smithville Food Pantry.

### **GRACE CENTER (HARRODSBURG)**

Grace Center, Inc. is a 501(c)3 non-profit organization operating a food pantry for Clear Creek Township, Indian Creek Township, and Polk Townships in Monroe County, Indiana. The Grace Center also provides activities and events in these areas to facilitate community unity.

## **NOT A GOLFER?**

### **MORE WAYS TO GIVE**

**BID ON THE AUCTION OR  
DONATE AN APPROVED ITEM**

**SCAN FOR  
AUCTION**



**SCAN TO  
DONATE**



**MALA  
CHECK**

**Eagle Pointe Foundation**  
P.O. Box 66  
Smithville, IN 47458-0066

## Welcome Committee Activity in 2025

- **Members** Kay Rossok, LaSalle's Woods; Sheri Smith, Water's Edge 1; Linda Roll, Woodridge; Linda Cox, Pointe Cove; Maryann Williams and Julee White, Front Nine; Billie Moore, Vic Schulz, and Lisa Sorenson, Harbour Pointe
- **Deliveries** 88% of new owners received welcome bags in 2025. After several missed deliveries in first 7 months the process was changed to get owner info from PMI monthly vs quarterly. ***August through December deliveries were 100%!***
- **Welcome Bag Contents** Visitor bureau information, Bloom magazines, magnets/safety info from fire station, restaurant loyalty information, various coupons, & a Greeting card by Janet.

- **New Member** – Missy LaBrash, Fairway Knoll
- **New Chairperson** – Linda Roll, Woodridge, starting in May
- **Enhancement of Welcome Bags** - new totes being ordered and more coupons from local businesses being added
- **Planning small new owner gatherings** – around bocce ball & trivia nights

***We Need More New Members!***

This is a fun, easy service that helps promote a sense of community for Eagle Pointe new owners. If interested, please email

**[linda.roll@att.net](mailto:linda.roll@att.net)**



# Eagle Pointe Annual Meeting

Golf Report

 KemperSports

April 26, 2025

# Marketing Initiatives & Results

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## •Marketing is Directly Driving Revenue & Traffic

- Paid digital campaigns generated 10K+ clicks, 381 calls, and 1,700+ on-site visits, directly supporting tee time demand and F&B revenue

## •Website Performing as a Conversion Engine

- +40% YoY traffic growth with strong engagement, reinforcing the website as the primary driver of bookings and customer acquisition

## •Consistent Customer Engagement Through Email & Social

- Weekly communications achieving ~25% open rates and expanding reach across 9K+ subscribers and growing social audiences

## •Brand Awareness Expanding Across Multiple Channels

- Integrated strategy across digital, social, and traditional media positioning Eagle Pointe as a leading local golf and dining destination

## •Data-Driven Strategy Improving Results & Retention

- Customer feedback (400+ responses) and targeted campaigns are increasing repeat visitation, engagement, and overall guest satisfaction

## Dynamic Pricing Pays Off

- Rounds up 1.2% Nationwide
- Indiana Rounds down 4.2%
- Eagle Pointe Rounds up 3%
- Rate up 11% YOY
- Occupancy Rate up 3.5%

	2022	2023	2024	2025
Total	20520	21744	23129	23751

# 2025 Golf Financials

	YTD ACTUAL	YTD BUDGET	VARIANCE TO BUDGET	% OF BUDGET	YTD PRIOR YEAR	% OF PRIOR YEAR
REVENUES	\$1,118,482	\$1,117,000	\$1,482	100.1%	\$1,052,301	106.3%
COST OF GOODS SOLD	\$83,266	\$72,836	\$10,430	114.3%	\$68,866	120.9%
GROSS MARGIN	\$1,035,216	\$1,044,164	(\$8,948)	99.1%	\$983,436	105.3%
PAYROLL	\$628,790	\$618,284	\$10,506	101.7%	\$589,714	106.6%
OPERATING EXPENSES	\$624,191	\$548,199	\$75,992	113.9%	\$515,560	121.1%
EBITDA	(\$217,764)	(\$122,319)	(\$95,445)	178.0%	(\$121,838)	278.7%
MANAGEMENT FEE	\$71,899	\$81,446	(\$9,547)	88.3%	\$81,189	88.6%
NON-OPERATING EXPENSES	\$52,214	\$11,000	\$41,214	474.7%	\$58,477	89.3%
NOI	(\$341,877)	(\$214,765)	(\$127,112)	159.2%	(\$261,505)	230.7%
Rounds	23,751	22,686	1,065	104.7%	23,129	102.7%

- Insurance +30K to budget = \$67K vs. \$37K budget
- Fert & Chem +24K to budget = \$77K vs. \$47K budget

# Membership Performance: 2026 vs. 2025

66 Members \$138,170 Revenue 14.5% YoY Growth

	2025	2026	Δ YoY
Total Memberships	60	66	+10%
Total Revenue	\$120,660	\$138,170	+\$17,510
Avg Rev / Member	\$2,011	\$2,094	+4%

## 2026 Membership Mix

- Senior Individual: 34 | \$62K
- Senior Couple: 21 | \$51K
- Platinum: 10 | \$21K
- Family: 1 | \$3.8K

## Key Takeaways

- Revenue growth > unit growth
- Senior categories drive stability
- New tiers expand audience
- Higher yield per member

# Strong 1<sup>st</sup> Quarter 2026

	YTD ACTUAL	YTD BUDGET	VARIANCE TO BUDGET	% OF BUDGET	YTD PRIOR YEAR	% OF PRIOR YEAR
REVENUES	\$151,055	\$117,788	\$33,267	128.2%	\$96,419	156.7%
COST OF GOODS SOLD	\$11,011	\$4,234	\$6,777	260.1%	\$3,669	300.1%
GROSS MARGIN	\$140,043	\$113,555	\$26,488	123.3%	\$92,750	151.0%
PAYROLL	\$115,943	\$120,298	(\$4,355)	96.4%	\$111,561	103.9%
OPERATING EXPENSES	\$87,084	\$88,661	(\$1,577)	98.2%	\$74,313	117.2%
EBITDA	(\$62,983)	(\$95,404)	\$32,421	66.0%	(\$93,124)	167.6%
MANAGEMENT FEE	\$18,432	\$18,750	(\$318)	98.3%	\$17,899	103.0%
NON-OPERATING EXPENSES	\$1,295	\$3,900	(\$2,605)	33.2%	\$6,176	21.0%
NOI	(\$82,710)	(\$118,054)	\$35,344	70.1%	(\$117,199)	170.6%
Rounds	2,178	1,518	660	143.5%	1,324	164.5%

# Continued Monitoring

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- Weekly payroll meetings
- TruePace weekly discussions
- TrueDemand weekly calls
- Expense monitoring
- National Pricing / KemperSports Partnership (Insurance Opportunities)



# Eagle Pointe Annual Meeting

Food and Beverage Report



April 2026

# Operating From Scratch

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- Assumed the F/B operation December 1<sup>st</sup>, 2024
- Opened for full-service December 5<sup>th</sup> with a temporary menu
- Major equipment repairs & replacement
- Kitchen staff
- Sales
  - December 2024- \$37,715
  - January 2025- \$28,883
  - February 2025- \$43,689

## Starting Operations (January – September 2025)

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- Sales Jan-Sept \$901,426
- Training of kitchen staff continued
- Catered events \$32,504
- Entertainment Friday/Saturday May-September
- June a search began for new Food and Beverage Director
- Payroll continued to be an issue

## 2025 Survey Results = NPS Negative

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- September 16-Oct 31
- 13% promoters / 27% passive / 59% Detractors.
- Most responses centered around consistency of the food.
- Service being subpar in relation to the food coming out in a timely manner.
- Quality of food and pricing.
- Staff Helpfulness 25% / very satisfied
- Staff Knowledge 17% / very satisfied
- Staff efficiency 16% / very satisfied

**Kathleen – Hired**

## Making Changes (October-December 2025)

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- New F/B Director, Kathleen Welsh came on board September 30
- Sales \$208,784 (Doubled Average Revenue)
- Catering \$12,431
- New Events: Friday Fish Fry, IU Football Watch Parties, First Fridays, Thanksgiving Dinner for Residents, New Years Eve Party. Monthly EP Ladies Luncheon and Veteran's Coffee and Donuts.
- Kitchen staff went to US Foods test kitchen as Chef Tyler showed them plating techniques, easy cooking skills and the importance of consistency

## Making Changes (Oct-December 2025)

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- Weekly Specials. Very popular. Pulling in new customers from outside the Eagle Pointe community
- Smaller seasonal menus. Cost cutting measure. Buying local
- Consistency has improved along with ticket times
- Payroll reduction. Finding qualified kitchen employees has been a challenge.
- Rising operational costs

## 2025 Food and Beverage Financials

<b>FOOD and BEVERAGE</b>	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>VARIANCE TO BUDGET</b>	<b>% OF BUDGET</b>
<b>REVENUES</b>	\$1,111,503	\$1,602,119	(\$490,616)	69.4%
<b>COST OF GOODS SOLD</b>	\$436,534	\$549,062	(\$112,528)	79.5%
<b>GROSS MARGIN</b>	\$674,969	\$1,053,057	(\$378,088)	64.1%
<b>PAYROLL</b>	\$659,552	\$639,099	\$20,453	103.2%
<b>OPERATING EXPENSES</b>	\$225,491	\$298,064	(\$72,573)	75.7%
<b>EBITDA</b>	(\$210,073)	\$115,894	(\$325,967)	-181.3%
<b>MANAGEMENT FEE</b>	\$36,000	\$36,000	\$0	100.0%
<b>NON-OPERATING EXPENSES</b>	\$21,128	\$0	\$21,128	
<b>NOI</b>	(\$267,201)	\$79,894	(\$347,095)	-334.4%

# Adjustments = Results

## 2026 1<sup>st</sup> Quarter Food and Beverage Results

	YTD ACTUAL	YTD BUDGET	VARIANCE TO BUDGET	% OF BUDGET	YTD PRIOR YEAR	% OF PRIOR YEAR
REVENUES	\$167,902	\$151,850	\$16,052	110.6%	\$140,155	119.8%
COST OF GOODS SOLD	\$54,302	\$54,366	(\$64)	99.9%	\$70,443	77.1%
GROSS MARGIN	\$113,600	\$97,484	\$16,116	116.5%	\$69,713	163.0%
PAYROLL	\$113,481	\$104,258	\$9,223	108.8%	\$117,100	96.9%
OPERATING EXPENSES	\$38,807	\$38,954	(\$147)	99.6%	\$39,477	98.3%
EBITDA	(\$38,688)	(\$45,727)	\$7,039	84.6%	(\$86,865)	144.5%
MANAGEMENT FEE	\$9,216	\$9,000	\$216	102.4%	\$9,000	102.4%
NON-OPERATING EXPENSES	\$0	\$0	\$0	#DIV/0!	\$0	#DIV/0!
NOI	(\$47,904)	(\$54,727)	\$6,823	87.5%	(\$95,865)	150.0%

NOI 50% Improvement vs same period previous year

## 2026 Survey Results = NPS 48%

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- Experience = 8.76
- Likely to dine again = 8.9
- Staff Knowledge = 81% very satisfied
- Staff Helpfulness = 85% very satisfied
- Service Efficiency = 81% very satisfied

# Building and Grounds Committee

## Maintain PSA Assets

- Roads, Eagles Nest, Clubhouse, Gatehouses
- Golf Course, Kitchen and Restaurant maintained by Kemper

## Members

- Jeff Schroeder – Kemper
- Dan Dodge
- Don Arbogast
- Gary Raybould
- Mike Sciscoe
- Charlie Miller
- Rich Samuelson

Mackie Property Management contract terminated to save money

# Building and Grounds Cont'd

## Accomplishments in the last year

- Eagles Nest deck stained to match siding
- Two windows and rotted framing replaced in the clubhouse lobby
- Two restaurant doors replaced and 5 doors repaired
- Completed the “Tony Piano” viewing deck
- Repaired corner of the terrace
- Replaced kitchen grease trap
- Emergency repair of Eagles Nest lift station
- Improved drainage of tennis court wall

# Building and Grounds Cont'd

## Accomplishments in the last year (cont'd)

- Repaired pad area under Eagles Nest AC unit
- New streetlight installed at Eagle Bay and Pointview intersection
- Contract in place to maintain entrance and gate gardens
- Cabana cart parking lot drainage
- Pickleball/Bocce Ball sidewalk drainage (done in conjunction with EP Foundation)
- Repair clubhouse terrace floor
- Replaced sidewalk in front of clubhouse
- Multiple miscellaneous small items addressed

# Building and Grounds Cont'd

## Upcoming Projects

- Finish repair around the grease trap
- Get all streetlights working
- Stain Eagles Nest entrance
- Improve drainage at main clubhouse entrance
- Epoxy coat concrete main clubhouse entrance
- Various road maintenance projects
  - Tree trimming
  - Crack seal
  - Painting striping at cart path crossings and stop signs

\*Additional projects will continue to be worked within 2026 budget as funds are available

# PSA 2025 Financials

<b>Beginning Cash Jan 1, 2025</b>	<b>\$513,902.15</b>
<b>Revenues</b>	<b>\$887,904.75</b>
<b>Operating Expenses</b>	<b>(\$119,028.39)</b>
<b>Principal on Security Gates Loan</b>	<b>(\$30,424.72)</b>
<b>Contributions to LLC:</b>	
contributions to run restaurant and golf	(\$632,000.00)
back payments for SBA loan (from covid years)	(\$22,661.00)
other contributions	(\$907.45)
<b>Total Contributions to LLC</b>	<b>(\$655,568.45)</b>
<b>Change in Accounts Receivable</b>	<b>\$5,695.87</b>
<b>Change in Accounts Payable</b>	<b>\$5,165.94</b>
<b>Maintenance</b>	<b>(\$59,294.97)</b>
<b>Capital Expenditures</b>	<b>(\$249,866.95)</b>
<b>Ending Cash, December 31, 2025</b>	<b>\$298,485.23</b>

# CAPITAL EXPENDITURES

\$ 149,187.95	Final Costs for New Pump House		
\$ 18,970.00	HVAC System Above Kitchen		
\$ 10,500.00	Pizza Oven		
\$ 2,200.00	Restaurant Sign		
\$ 42,301.50	Eagle Garden's Walkway and Railing from Parking Lot		
\$ 2,500.00	Bocce Ball Courts		
\$ 7,800.00	Patio Repair		
\$ 3,300.00	Final on Pickle Ball Viewing Deck		
\$ 13,107.50	Turfco Blower		
\$ 249,866.95	TOTAL		

# PSA 2025 Contributions to Restaurant & Golf

PSA contributions \$632,000

Golf loss \$341,877

F&B loss \$267,203

Total \$609,080 losses

## Facts:

- Golf revenues were on target
- Golf cost of goods sold were \$11k over budget
- Golf payroll was \$10k over budget
- Golf operating expenses were \$76k over budget
- Management fees, interest expenses, and other expenses resulted in net loss for Golf of \$341,877 (\$127,112 more than budgeted)

# Food & Beverage Losses

- Revenues were \$490k less than projected
- Cost of goods sold were \$113k less than projected
- Payroll was \$20k over budget
- With management fees and other expenses, the net income was loss of \$267k, vs budgeted \$80k gain

# Steps to Align to Budget



Renegotiated the Kemper budget



Planning golf net loss of \$235k and a \$1k profit for the restaurant.



Monthly meetings with Kemper to review budget



Trying to hold down maintenance costs



To date for 2026 we are on track



Data for the month of April is strong and we are looking forward to a positive summer

# 2026 BUDGET

<b>2026 Budget</b>		
PSA Revenue (dues, fees)	999,375.30	
Expenses (admin, utilities, security)	(116,661.50)	
Principal on security gates loan	(30,427.20)	
Reserves	(150,000.00)	
Restaurant profit	963.00	
Golf loss	(245,779.00)	
Projects	(139,300.00)	
Restaurant/Nest needs	(22,188.00)	
Golf needs	(80,012.00)	
loans/leases	(131,000.00)	
SBA loan (from Covid years)	(8,772.00)	
<b>Income</b>	<b>76,198.60</b>	

# Q&A

## Questions?





*Thank you for attending and  
supporting our great community!*

*Stay Connected at*

[www.eaglepointepsa.com](http://www.eaglepointepsa.com)

PSA WEBSITE

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

GOLF CLUB WEBSITE

[www.eaglepointefoundation.com](http://www.eaglepointefoundation.com)

EAGLE POINTE FOUNDATION WEBSITE