



PSA Annual Meeting 2025

Agenda

WELCOME!

1. Welcome - Melissa Emily
2. Eagle Pointe Foundation - Betsy Larson
3. Golf Operations - Vince Juarez/Jeff Schroeder
4. Pumphouse Project - Tony S
5. Financials and Maintenance Review - Kim Cunningham
6. Q & A
7. Adjourn

2025 PSA Board of Directors

- Bay Pointe – Laura Domanski
- Bay View – Tony Piano
- Courtyard – Jim Bottorff
- Eagle Bay I – Alan Hogan
- Eagle Bay II – Pammy Rogers
- Eagle Cove – Sarah Laros
- East Bay – Craig Arnold
- Fairway Knoll – Jeff Blodgett
- Front Nine – Rich Samuelson
- Greenridge – Mike Sciscoe
- Harbour Pointe – John Menne
- LaSalle Woods – Robbie Robertson
- Pointe Cove – Gail Miller
- Pointe Retreats – David Gray
- Water's Edge I – Doug Dykstra
- Water's Edge II – Dan Dodge
- Woodridge – Sandra Hulse
- At Large – Melissa Emily

Executive Committee & Key Chairs

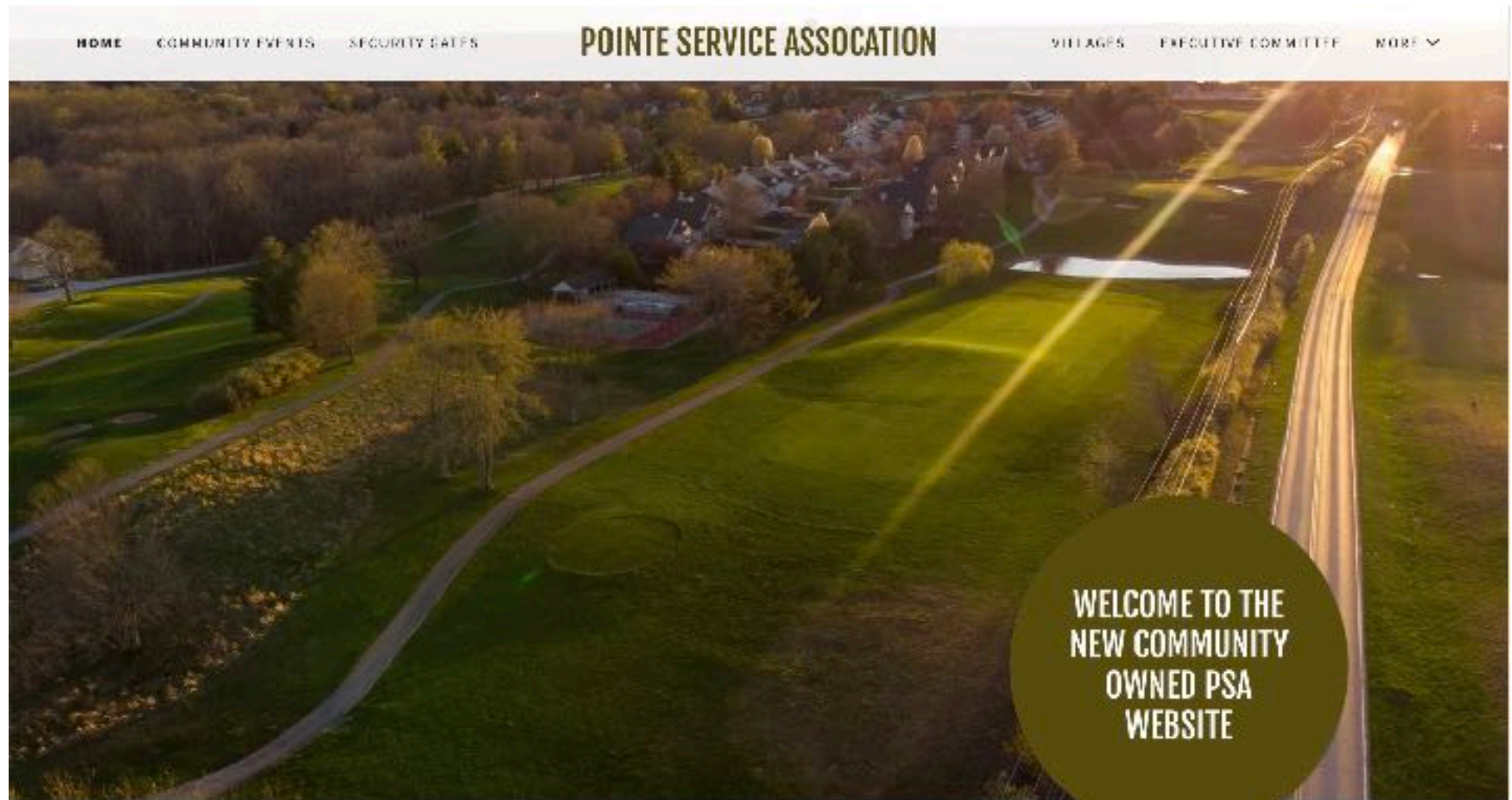
Executive Committee

- Melissa Emily – President
- Peter Samuelson – VP
- Kim Cunningham – Treasurer
- Jennifer Kopke – Secretary
- Jack Krajnak – At Large
- Tony Piano – At Large
- Milan Milivojevic – At Large

Key Committee Chairs

1. Jack Krajnak – LLC Liaison
2. Mike Cox – Security System Lead
3. Bill Jonas - LLC President
4. Betsy Larson - Eagle Pointe Foundation President
5. Lisa Sorenson - Welcome Committee
6. Phyllis Davidson - Volunteer Lead
7. Rich Samuelson - Maintenance Projects Lead

President's Report



WWW.EAGLEPOINTEPSA.COM

President's Report

WELCOME COMMITTEE

Lisa Sorenson will lead the Eagle Pointe Welcome Committee.

The committee's goal will be to welcome all new residents, pass on helpful information about their HOAs and the Eagle Pointe community, and invite them to the Town Hall meetings to meet other residents.

TOWN HALL MEETINGS

All residents are invited to attend! Join us at the Clubhouse and ask questions about what's happening in the community, meet new owners, and socialize with your community friends!

Proposed Town Hall Meeting dates: May 31 1-2:30 p.m.

Eagle Pointe Foundation



Eagle Pointe Gardens



Hole #10 Pond Project

Eagle Pointe Foundation was established in 2021 as a charitable organization to promote the environmental enhancement of Eagle Pointe and to assist the less advantaged in the community. Since then, thanks to the generosity of our donors, EPF has invested more than \$150,000 in these charitable purposes.

While our organization is the primary beneficiary of the funds we raise, we are proud to also support other worthy causes and local charities. By participating, you're helping us make a meaningful impact both within our community and beyond.

www.eaglepointefoundation.com

Smithville Food Pantry

The Smithville Food Pantry's mission is to provide supplemental nutrition for challenged individuals and families. Close to 6,000 volunteer hours per year go into helping meet the nutritional needs of the elderly, working poor, single-parent families, the unemployed, and physically and mentally disabled residents. The food pantry is a highly respected organization with deep roots in the Smithville community. The pantry is run entirely by volunteers who work tirelessly to provide nutrition assistance to members of the Smithville community.

Miles for Myeloma

Miles for Myeloma began in 2005 when Rafat Abonour, MD, and a small group of myeloma patients and friends decided to bike from Carmel to Marion, then run from Marion to Fort Wayne over a weekend to raise awareness of the incurable disease. They set a modest goal of raising \$25,000, but instead raised \$130,000—and produced a passion in multiple myeloma patients and their loved ones that far exceeded the money contributed. Twenty years later, that passion is still going strong.



THE EAGLE POINTE FOUNDATION CLASSIC

Thursday, June 19, 2025
The Golf Club at Eagle Pointe
Honoring John Teising

10:45a-Registration
12:00p-Shotgun start



2025 Honoree John Teising

We are honored to dedicate this year's event to John Teising, who passed away from Multiple Myeloma in October 2024. A passionate golfer and dedicated community leader, John served for years on the PSA board and Water's Edge I HOA. Beyond his community contributions, he had a deep love for travel, cherished time with his grandkids, and enjoyed the thrill of riding his jet ski. His legacy of generosity, adventure, and family devotion continues to inspire us.

This year, proceeds from our golf outing and online auction will support the Eagle Pointe Foundation, Miles for Myeloma and Smithville Food Pantry. Show your support by:

- Signing up a golf team
- Donating an auction item
- Becoming a sponsor
- Volunteering at registration
- Bidding on your favorite auction item (June 12-19)

We'd love to have you be part of this meaningful event!

Sponsorship Opportunities

Hole Sponsor - \$125

Driving Range - \$500 (signage on range/online auction)

Water Sponsor - \$500 (bottles logo wrapped)

Entertainment Sponsor - \$750 (signage at dinner/online auction)

Beverage Cart - \$1,500 (signage on beverage cart/online auction)

Lunch Sponsor - \$1,500 (signage at lunch/online auction)

Gold Sponsor - \$3,000 (signage at dinner/online auction)



Registration

The Annual Eagle Pointe Foundation Classic golf scramble cost is \$150 per golfer. Box lunch, swag bag, and dinner included in cost of registration. Those interested are encouraged to be hole sponsors for an additional \$125. Additional sponsorship opportunities in registration. Scan QR code to register or purchase sponsorship.

\$600 per foursome

\$150 per golfer

\$30 non-golfer dinner



Golf Registration

tgcaep-
eaglepointefoundation
outing1.golfgenius.com



Silent Auction

one.bidpal.net/
ep2025



812-824-4040



2250 E Pointe Road
Bloomington, IN 47401



eaglepointe.com

Eagle Pointe Annual Board Meeting

The Golf Club at Eagle Pointe
Eagle Pointe Restaurant & Bar

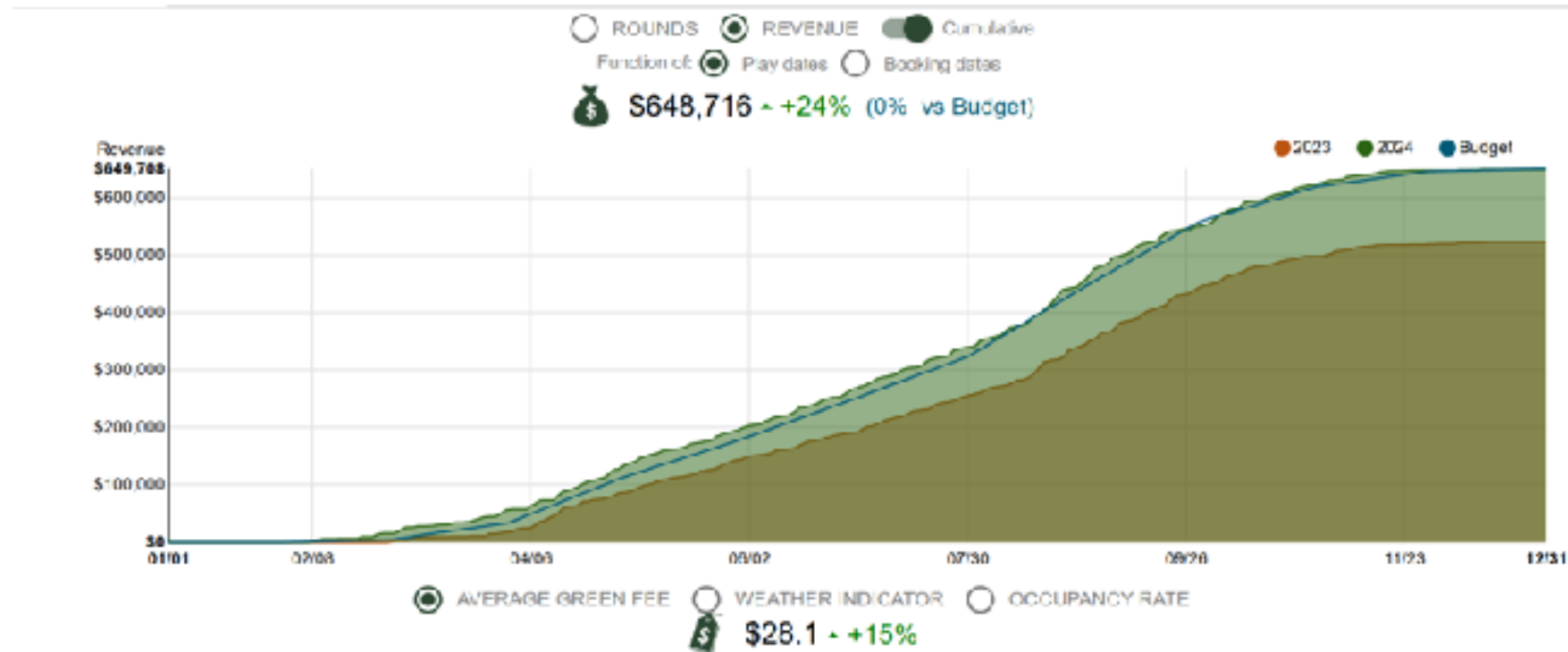


KemperSports

April 26, 2025

TrueDemand

- Proprietary revenue management and optimization tool.
- Considers weather, historical data, and current bookings in rate calculation.
- Day parts set by the team.
- Rounds up 8% YOY
- Weather 3% unfavorable to prior year.



F&B – December 2024

- Opened for limited F&B next day
- Opened full service 5 days after changeover
- Hired back of house staffing
 - Cooks
 - Kitchen Manager / F&B Manager
- Equipment Procurement
 - Silverware, plates, glassware
 - Cooking equipment, etc.
 - Pizza oven

FY25 Preview

- Revenue on budget
- Payroll favorable to budget
- Operating expense favorable to budget
- NOI favorable to budget



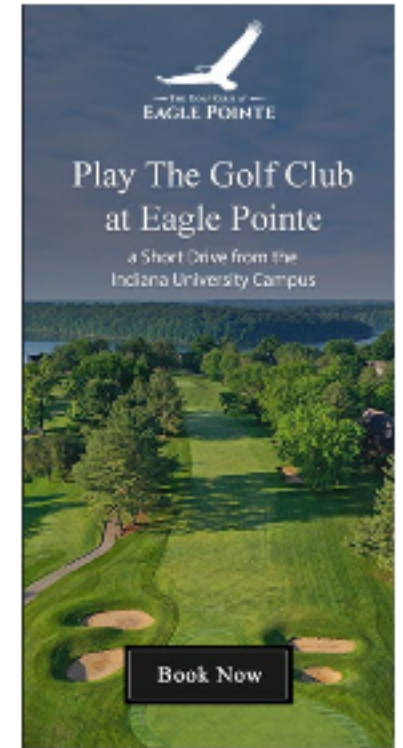
2024 Marketing Efforts

Key Initiatives

- Ran PPC, targeted display, and digital golf card ads to drive rounds and visits
- Promoted Eagle Pointe Restaurant & Bar during IU basketball via geofenced display ads
- Promoted the golf course during IU football via geofenced display ads
- Launched new Lightspeed website and email platform; created online membership store
- Redesigned menus, banquet packages, and unveiled new restaurant logo
- Activated #FlyoverFriday series with new drone footage on social media
- Sent monthly golf newsletters and participated in regional ad placements (radio, Chamber of Commerce)
- Deployed TrueReview and a golfer satisfaction survey—strong NPS results

Results

- Increased visibility across paid, local, and organic channels
- Elevated branding and guest experience for both golf and F&B
- Positive customer feedback and engagement from surveys and content
- Steady digital traffic growth and measurable offline visits from ads



Upcoming Events



- 5/1: Music Bingo
- 5/8: Trivia
- 5/9: Wikker Elefant 8PM-11PM
- 5/15: Music Bingo
- 5/11: Mother's Day Brunch
- 5/17: Cody Ikerd 7:30PM-10:30PM
- 5/22: Trivia
- 5/23: Titleist fitting 11AM-5PM
- 5/23: All Access Band 8PM-11PM
- 5/25: Cosmic Situation 7PM-10PM
- 5/29: Music Bingo
- 5/30: Wildheart Band 8PM-11PM
- 6/19: Eagle Pointe Foundation Classic

Additional Initiatives:

- Marketing our memberships to Bloomington CC members while the club is closed for renovations.
- Facility Improvements: New Irrigation pump installed and new pump house
- Hosting leagues and golf outings

Pump House Project



Pump House Project



Pump House Project



Pump House Project



Financial Results for 2024

	Budgeted	Actual		Over (Under)	
REVENUE					
Total Income	\$ 862,790	\$ 895,162		\$ 32,372	Favorable
EXPENSES					
Total General Operating Expense	\$ 114,728	\$ 107,042	1	\$ (7,686)	Favorable
2023 Expenses Paid in 2024		\$ 11,384	2	\$ 11,384	Unfavorable
Net Income to Fund Other Activities	\$ 748,062	\$ 776,736		\$ 28,674	Favorable
Anticipated Cash Available to Fund (adds back Depreciation Exp)	\$ 754,062	\$ 782,736		28,674	Favorable
Leases, CapEx, LOC, and Deficit Funding:					
Deficit/(Surplus) Golf Operations KSM BUDGET	260,253	217,319		(42,934)	Favorable
Principal payment of the PSA Line of Credit (PSA HOA)	19,800	-		(19,800)	Favorable
Deficit/(Surplus) F&B Operations	(75,000)	(2,288)		72,712	Unfavorable
Principal on Security System Loan	28,659	28,675		16	Unfavorable
Road Repair placeholder/actual	-				
Maintenance Projects to be done in 2024	153,425	137,293		(16,132)	Favorable
Capital Improvement Projects to be done in 2024	65,000	53,346		(11,654)	Favorable
Capital Improvement Projects to be done in 2024 TBD	150,000	242,439		92,439	Unfavorable
Total Leases, CapEx, LOC, and Deficit Funding	602,137	\$ 676,784		\$ 74,647	Unfavorable
Total Forecasted Cash Surplus/(Deficit)	\$ 151,925	\$ 105,952		\$ (45,973)	Unfavorable

1 Added an estimated Depreciation expense \$6,000

2 Unknown invoice directional signs; Sahm's cleaning 2022; write off loan fees

Maintenance Project List (some CapEx)

	<u>Paid/RolledOver</u>	
Heating and Cooling Systems		
HVAC Maintenance-Clubhouse & Nest	2,202.00	
New HVAC at Clubhouse over lobby	18,850.00	
Insulate maintenance building in work area for cold m	13,481.42	
Hanging Heater in Maintenance building for work area	<u>6,745.00</u>	41,278
Road Repairs		
Paving project		
Patch & Paint Speed Bumps	3,000.00	
Asphalt by Cabana	6,700.00	
Clubhouse Parking Lot Seal, Stripe, Signage	14,750.00	
Eagles Nest Parking Lot Seal, Stripe, Signage	1,800.00	
Add'l work by gate#3 to repair and widen	<u>5,800.00</u>	32,050

Maintenance Project List (some CapEx)

Pool Area

Additional Trash Cans at pool area	251.31	
Pool Gate fixed and update for FOBs	4,050.85	
Move pool fence to access bathroom without a FOB	<u>2,954.00</u>	7,256

Clubhouse Deferred Maintenance

Repair sidewalk	3,800.00	
Loading dock replacement	6,380.00	
Enclosure around dumpster	6,268.57	
Conference Room	6,424.03	
Re-do Flashing to all pipes over Cabana	1,188.00	
Work behind the clubhouse - redirect water flow	1,150.00	
Misc work done by Mackie Prop at Clubhouse	<u>648.11</u>	25,859

Maintenance Project List (some CapEx)

Roof Related Repairs

Roof Maintenance-Clubhouse & Nest

109.46

New Leak on the roof over ProShop

762.00

946

Nest

Frozen pipe repair

990.67

Maintenance Project List (some CapEx)

Projects Listed in 2024 Budget that will finish in 2025

AED Eagles Nest	1,500.00	
AED Cabana	1,500.00	
Fire Extenguishers	100.00	
Fire Alarms	400.00	
Exit Lights	500.00	
First Aid Kits (3)	300.00	
New flooring in the ProShop	19,643.00	
Door - Entrance	3,000.00	
Conference room furniture	857.00	
lockable thermostat covers	175.00	
Programmable thermostats	938.00	28,913

Total	\$ 137,293.42	
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Capital Projects (some Deferred Maintenance)

Water main break	4,369
Stain pool deck, pergola, deck, and gazebo	6,550
HVAC Unit at the Nest	6,730
Additional furniture in pool area	1,005
Pergola for Bocce Ball courts	1,627
<u>Projects Listed in 2024 Budget that will finish in 2025</u>	
Paint Cabana ceiling & posts	925
Paint concrete floor around Cabana	2,695
Stain Eagles Nest deck (same color)	2,970
Stain Eagles Nest deck 2nd coat, if needed	2,265
Prime and paint Eagles Nest front entry way	1,935
Replace 6 tables & 30 chairs in Cabana	9,000
Walkway - concrete in backyard	13,275
Total	\$ 53,346

Capital Projects

Eagle Gardens Steps from Parking lot to EG and Terrace steps \$ 16,327.50

Replace Pump House

Watertronics for the Pump:

Initial Deposit 25,000.00

2nd Deposit due 10/1/24 20,000.00

Work to stage area for installation:

Crane to lift pump:

Devitt Construction 2,400.00

Make repairs to drainage way to drain pond and regrade: 1,500.00

Demo/haul off existing pump house

Schroeder Contractors 11,750.00

Total for the Pump House \$ 60,650.00

Construction in Progress at 12/31/24 \$ 76,977.50

Capital Projects

Capital Projects To Be Finished in 2025:

Eagle Gardens Steps from Parking lot to EG and Ter	16,328
Pump House Project:	
Watertronics for the Pump	119,550
<u>Work to stage area for installation:</u>	
Crane to remove old pump	1,600
Build new housing over pump	12,250
Electric work for new pump house	14,800
Contingencies	933
	<hr/>
	\$ 165,460

Total Capital Projects	\$ 242,438
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Social Membership Donation Uses

Amount Donated	\$9,600.00
Pickleball viewing deck	(6,220.00)
Pickleball Machine	(2,297.15)
Chairs for the pool	<u>(194.27)</u>
Balance Available	<u>\$ 888.58</u>

2025 PSA Adopted Budget



REVENUE

Total Income	\$ 892,830
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~ No increase to HOA Fees

EXPENSES

Total Administrative Expenses	74,247
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~ Contractual Increases to service providers

Total Security Expenses	20,117
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Total Landscaping	8,000
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~ Landscape Gate 1 and Trim trees along PSA road

Total Repairs/Comm Area Maint	5,000
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~ Improve the Lighting at Gate 1 Entrance

Total Utility Expenses	15,596
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<u>Total General Operating Expense</u>	122,960
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Net Income to Fund Other Activities	\$ 769,870
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2025 PSA Adopted Budget



Anticipated Cash to Fund Other Obligations	\$	775,870
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Leases, CapEx, Deferred Maint, and Deficit Funding:

Deficit/(Surplus) Golf Operations	214,765
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Deficit/(Surplus) F&B Operations	(50,000)
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Principal on Security System Loan	30,427
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Deferred Maintenance Projects to be done	22,750
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Capital Improvement Projects to be done	150,000
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Capital Equipment/furniture for the restaurant	50,000
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Total Leases, CapEx, Deferred Maint, and Deficit Funding	417,942
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Reserves	200,000
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Total Forecasted Cash Surplus/(Deficit)	157,928
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PSA Qtr 1

Year-To-Date through March 31, 2025

	<u>PSA Operating</u>	
	Current Year	Prior Year
Revenue	\$ 236,617	\$ 216,217
LESS Expenses	29,008	28,226
Net Profit	\$ 207,608	\$ 187,991
Cash Flow Contribution to LLC	(152,000)	(90,000)
<u>Other Contributions to LLC:</u>		
Pump House Project*	(149,188)	
Eagle Garden's Steps***	(16,277)	
Restaurant Repairs, Equip, & Sign	(34,028)	
January 2024 Snow Removal Invoice	(2,900)	
Deferred Maintenance on Buildings*	(1,151)	
Capital Exp on Buildings*	(38,011)	-
Contributions funded with 2024 CapEx_Def Maint*	204,626	
Balance	\$ 18,681	\$ 97,991

* Contributions made from funds set aside for projects that carried forward to 2025

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Questions?

Q&A - Adjourn

Thank you to everyone who makes Eagle Pointe a great place to live!

Thank you to everyone who volunteers their time to strengthen our community!

Questions?

STAY CONNECTED

www.eaglepointepsa.com - PSA WEBSITE

www.eaglepointe.com - GOLF CLUB WEBSITE

www.eaglepointefoundation.com - EAGLE POINTE FOUNDATION WEBSITE