

**THE SALT POND GOLF COURSE OPERATIONS, INC.**  
**BOARD OF DIRECTORS MEETING**  
**June 20, 2008**

The meeting was called to order by President W. Kester at 12:30 pm in the Community Center.

**Attendees:** W. Kester, President; C. Gularson, Treasurer; BOD members, R. Crawford and M. Headman; and Bruce DeForest, Golf Course Superintendent/General Manager.

**Acceptance of Minutes of Last Meeting:** May 2008 BOD minutes were approved.

**Financial Report:** Chuck Gularson reviewed year-to-date financials. YTD, golf club operating revenues are approximately \$22,000 below projection: Membership (-\$16,903); Green/cart fees (-\$2,792); Pro Shop Merchandise (-\$2,397); Other Pro Shop Sales (-\$9,164). However, losses in these revenues are somewhat off set by the +\$9,558 in revenue generated by the Grand Opening and other tournaments.

Snack Bar is breaking about even after 3 weeks of operation; no profit has been generated. Bill and Chuck are in the process of obtaining a 30-day temporary license for the sale of beer. Profits are anticipated to improve in July with the increased use of the golf club and the ability to temporarily sell beer.

**Golf Club Superintendent's Report:** Bruce DeForest reported that a Water Withdrawal Application has been submitted. The Washington Gas and Energy bill has been transferred from SPA to SP Golf Course Operations, Inc. The HVAC maintenance contract for the pro shop has been renewed. Bruce also reported that the bike rack near the pool area continues to be moved and placed too close to the cart path. It was decided by the BOD to move the bike rack to another nearby spot and to place one of the potted trees in the snack bar area in its place to protect the lighting fixture and to slow traffic on the cart bath. Bruce inquired about the Ranger Program. Dick Crawford replied that it becomes full time, 8 am to 6 pm, beginning on Monday, June 23, 2008. Bruce also shared that a 5-Year Maintenance Equipment Replacement Plan will be provided to the BOD for review at the July meeting.

**Old Business:**

**Complimentary Green Fees or Cart Fees for Rangers:** There was no decision as the vote was 2-2. It will be reviewed again in July.

**ABCC Status:** Those BOD members present agreed to complete the Financial Statement as required by the Office of the Alcoholic Beverage Control Commissioner.

**CABE Status:** Bruce DeForest reported that the single-walled fuel tanks had been removed and double-walled fuel tanks had been installed instead. The wash pad

for equipment and machinery will be constructed and be operational in September. Maintenance crews are separating waste water from clippings.

Requests to Bruce: Each of the areas noted below were discussed and work is in process to resolve these matters.

Lot on 16: A price to clear lot will be shared with homeowner.

Net of 18: No cost estimate had been obtained.

Moving tee on 18: A possibility, although there is no necessity on the part of the golf club to take such action. The Covenants and By-laws clearly state that the golf course is not legally accountable if/when golf balls hit homes.

Financial Settlement Status: The golf course owes about \$1850 to SPA as our pro-rated share of utilities and fuel at the time of settlement. It was the decision of the BOD to make payment now and not wait for any further negotiations.

VFW Status: As of this date, there has been no feedback from the VFW as to our proposal.

**New Business:**

Court papers served: The golf club received court papers for payment of \$518 that Rupert Smith had paid mistakenly to Pepup. The bill should have come to the golf club and been paid with golf club money.

Floridian Membership Rates: Two golf club members have inquired about the possibility of having reduced fees for those members who spend 6 months or more out of the state. The BOD voted 3-0-1 to maintain the current membership fees and to not offer any reduced fees at this time.

Staff Raises: The BOD unanimously approved wage increases of 50 cents per hour for one maintenance employee and 25 cents per hour for two others. The BOD also reviewed a possible incentive pay plan for the Golf Course Superintendent/ General Manager and recommended developing an incentive plan for Art Whaley, golf course pro. Further study and discussion will continue.

**Adjourn:** Meeting adjourned at 1:37 pm.

Respectfully Submitted.

Michael W. Headman  
BOD Member