

THE SALT POND GOLF COURSE OPERATIONS, INC.  
BOARD OF DIRECTORS MEETING  
August 21, 2009

The meeting was called to order by President Bill Kester at 12:00 Noon in the Community Center.

**Attendees:**

Board Members present: W. Kester, C. Gularson, J. Kennedy, Max Sewald and R. Crawford

Also present: Bruce DeForest, Superintendent, Art Whaley, Head Golf Pro., Wendy Parker, Finance Mgr. and Gerry Buckley, President, SPHA

Homeowner present: Fred Chiccone, President Top Sail Village

**Acceptance of the Prior Minutes**

The Minutes of the July 17 Meeting of the Board were approved.

**Superintendent's Report**

Bruce DeForest thanked the Board for the approval of the pay increases for the maintenance staff. In increases were well received.

This has been a difficult year for the maintenance staff trying to keep up with the grass cutting during the heavy use season. They operated this year with only five employees (less than prior years) and it was tight to keep up, particularly if someone called in sick or was otherwise unable to make a scheduled shift. Bruce recommends that an additional person be added to the staff for next season. The Board, after discussion agreed pending a final recommendation by Bruce regarding hours needed and starting pay.

Bruce reported that he has received requests to purchase old golf carts that we plan to replace and take out of service for next season. These are not Salt Pond owners. He was given authority to pursue these inquiries as we replace ten carts for next year to recoup some of the cost. Such carts will be sold "as is".

The Verizon construction project has been causing some headaches for Bruce because the main irrigation line crosses McCoy's way in the same area that Verizon's contractor is digging in. The water line was not marked by Miss Utility. Bruce made sure the contractor knew where the water line was.

**GOLF PRO's REPORT**

Art Whaley reported as follows:

Seventeen (17) new \$ 299 limited memberships were received during the month. Additionally, several hundred "\$3.00 off" coupons redeemed and 20 "key card" discounts were redeemed. This is a good sign that the advertising campaign is paying off.

The Marketing Committee is recommending that the Board consider making Thursday or Friday "senior day" during the fall. The rate would be \$29.00. Senior's aged 50 and older would be eligible. The program would run from September 14 to October 16. On motion by Chuck Gularson, the Board agreed to table this proposal until Art could present a written proposal with competitive info for comparison.

Art asked the Board if there was a need to renew the employment contracts for Bruce and Art signed at the time the golf course was purchased which were set to expire Dec 31. When asked, both men stated that they did not need the contracts. The Board decided that they do not have to be renewed.

## **FINANCIALS**

YTD operating revenues through July were \$438,207.77, or \$33,352.23 behind budget. The revenue shortfall continues as a result of reduced membership (-\$18,548) and cart and greens fees (-\$13,289). YTD expenses through the same period were \$402,302.10, or \$31,142.90 behind the budget. YTD earnings, before depreciation was \$45,324.68, \$8,068.34 behind budget. With revenue behind, but expenses also behind, the emphasis remains on cost control for the remainder of the year.

## **OLD BUSINESS**

### **SNACK BAR OPERATION**

Payments due to the Golf Course continue to be late. June rent has not been paid. Also the electric bill through July 24 is unpaid. The operator has struggled all year to make the snack bar viable. It's clear that a different arrangement will have to be worked out for next year.

If the cleanup of the Club House after Birdies' functions is to be done by the Birdies staff, Mac Catering wants an additional \$50 to cover their time. This will have to be built into the cost of future events.

Caryn MacIntyre would like to use the Club House kitchen as a part of her operation next year, if the contract is renewed. That matter will have to be taken up with the SPHA Board. Dick Crawford will follow-up with the request if it is made. More likely the Golf Club will have to operate Birdies next season on its own with a very simple menu.

## **VFW UPDATE**

The VFW golf group now is expressing a desire to move their play from Tuesday to Friday. However, since the VFW didn't select Friday earlier when given a chance the time has been filled by a newly started men's league. The issue is dead for the time being.

## **NEW BUSINESS**

### **PLAYING TIME**

There was discussion about the number of single and pairs playing golf that tend to back up the course. Art explained the difficulties of trying to sort this out when reservations are made. The counter people try to combine singles and pairs where ever possible to keep things moving. Efforts will be made to keep trying to solve this issue.

### **PICNIC FOR SALT POND GOLF CLUB EMPLOYEES**

Bill Kester proposed we handle the food and drink ourselves instead of using a caterer. The Board Agreed.

The October 1 program will start with a golf tournament. Art will set it up. Lunch will follow in the Club House. Bill will send out the invitations.

The Board agreed that employees scheduled to work that day will be paid for the hours they would have worked on their schedule.

### **CENTRAL AVE. SIGN LIGHTS**

When the Central Ave. Golf Course sign was removed temporarily by the Salt Pond Plaza contractor, apparently the sign lights disintegrated and must be replaced. If we want the contractor to replace them, the golf club had to buy the light fixtures. Bill and Chuck tried to do that, but they lacked the expertise to do that. The Board agreed to have the club staff make the selection later and install them ourselves.

### **ADDITIONAL PAYMENT ON THE SPA NOTE FOR THE GOLF COURSE PURCHASE**

Chuck Gularson recommended that an additional payment be made on the Salt Pond Associates note for the golf course purchase of \$191,000 plus interest. This would bring the note balance to \$200,000 plus interest to be finally paid off in December according to the terms of the note. The recommendation was unanimously approved.

## **WARNING SIGN FOR UNDER AGED GOLF CART DRIVERS**

The SPHA Board has requested the signs be procured to warn against under aged drivers of Salt Pond golf carts. The minimum age is to be 16 and a licensed driver. Sign for the carts will be ordered for next season.

## **LIGHTNING WARNINGS**

Bill Kester raised a point about responsibility for warning players on the course concerning lightning storms in the area and the need to clear the course for safety. The Board believes this to be a personal responsibility, since the Salt Pond Golf Club does not have a system or means to warn all players. The rangers, counter personnel, and cart boys help to sound the warning but sometimes they cannot get to all points of the course in time. The Board agreed to have Art canvass other courses in the area and to prepare a warning sign to golfers to be posted in the Pro Shop to alert golfers that it their responsibility to get off the course in the event of a storm.

## **HOMEOWNER'S FORUM**

Fred Chicone reported that there seemed to be a number of golf carts that have broken down recently. He suggested checking the carts more thoroughly. Bruce responded that his people check out carts as soon as trouble is reported

## **ADJOURNMENT**

The meeting was adjourned at 1:10 pm.

Respectfully submitted,

J. Kennedy  
Secretary