

MINUTES – BOARD OF GOVERNORS  
February 2010

Present: Sergio Salazar, General Manager; Guy Fanelli, Director of Operations; Cindy Jones, Director of Membership; Shen Te Smith, Director of Member Services; Jeff Hunter, Director of Golf, Michelle Dodier, Director of Tennis, Rosie Hallenberger, Roger Martin, Becky Spears, Sue Colburn, Julius Germano, Ron Bailey, Milt King, Karen Murphy, Margaret Millsap, Blake Kopplin, Mickey Gayler, Rhett Morrow, Rachel Wadsworth, Mona Koonce, Peter Wojick, Susan Crouch

The meeting was called to order by Chair Julius Germano at 6:08 pm. Julius opened the meeting by asking everyone to take a couple of minutes to approve the January minutes. Once approved, he turned the meeting over to Sergio for comments.

Sergio mentioned his main focus has been on meeting members through his hosted lunches. He also mentioned he had a meeting with the heads of the Clubs within a Club. He is trying to set a tone, create an environment for all segments. We lost 19 members in January and got 5 new members in the 1<sup>st</sup> week in February and 8 in the 2<sup>nd</sup>. We are running a promotion. We are giving free drinks when a member joins, hoping to make membership a priority not an afterthought. Peter is taking over the Entertainment Committee and he had him speak with the head of the committee at Berry Creek. Sergio mentioned tomorrow he will send everyone a list of his board at Berry Creek and his last two Board Chairs at Thorntree. He encourages everyone to call someone on the list. Julius mentioned he has received positive feedback about the hosted lunches. Members appreciate his honesty of what can and cannot happen. Julius then turned the meeting over to Cindy for the Membership Report.

Membership Report – Cindy Jones:

Cindy referenced the list of new members included in everyone's packets and reviewed profiles for each of them. Becky asked about the response from the letter sent out about reinstatements. Cindy reported we haven't received any responses. Sue asked if there was any news on the doctors from the Methodist reception in December. Cindy mentioned she is having a hard time getting in contact with Dean Alexander to put his name on the invitation to go out, so as of now there is no news to report on it.

Operations Report – Guy Fanelli:

Guy reported Cocktails with the Council was a success and he has received positive feedback. He mentioned Tuesday nights are Pasta Night and we have received a good turnout, Prime Rib on Thursdays have been extremely popular, we often have a waiting list. The lounge has been busy for happy hour Thursday – Saturday evening. Guy reported on upcoming events for February. Guy also reported we have recently taken the Kids Club back and Shen Te is working with Rita, the Kids Club Director on getting the webpage up and going. IBS, our point of sale system was upgraded yesterday and although there were some difficulties it will help staff be more efficient. Margaret inquired about the credentials of the Kids Club Director. She has a degree in Education and our main reason for taking it back was to be able to use it as a membership tool.

Julius asked Guy how we are doing in staffing because he has noticed on Saturday & Sunday mornings in the men's card room and 19<sup>th</sup> hole it seems as if we are understaffed. Margaret mentioned this is sometimes a problem for the SWGA as well. Guy mentioned there could have been a lot of factors contributing to both situations and will take a closer look at staffing during those times.

Golf & Greens & Golf Report – Jeff Hunter:

Jeff reported for Barry as he was out of town speaking at a conference in San Diego. He reported the course is very wet but is coming along well compared to a couple of weeks ago. Sue asked how if the greens saw any damage due to the freeze in January. Jeff doesn't believe it was damaged other than the fact that there was a bit of discoloration. Caleb is getting more paint and the course will be remarked once the weather gets better. Jeff reported the Ronald McDonald tournament went as planned despite the weather. The MGA is Saturday and they currently have 80 players. Ron asked who was responsible for the Walk of Champions. He mentioned the '08 and '09 plaques are not added. Jeff believes the '08 has been added and the '09 is ordered. Becky mentioned she has met with Kevin Steger and it is currently in the works.

Tennis Report – Michelle Dodier:

Michelle reported there is a lot going on in Tennis unfortunately some of the events have been cancelled because of weather. The Mabry tournament was the previous weekend and was a success, the Valentine's Mixed Doubles & SAFTA mixer will be the following weekend. March 7 will be the Sneakers & Cleats events.

Ambassador Report – Mona Koonce:

Mona reported we have a great Ambassador Council this year. The group had their Annual Bootcamp, January 21. There are 14 members/couples on the Council, 8 are new active members. February 11<sup>th</sup> is the next meeting.

SWA Report– Karen Murphy:

Karen reported they currently have 111 members. Last year the SWA donated \$1,400 to different organizations. The next meeting will be Friday, February 19<sup>th</sup>. Sue asked Karen if she can provide her with a list of organizations they have donated to so they do not duplicate. Karen agreed to do so.

Tennis Report – Milt King:

Milt King reported on the success of the Mabry Major Zone tennis tournament held February 5-7 in San Antonio, Sonterra was one of the host sites. There were 469 participants from within the State. There were several comments about what a wonderful tennis facility we have at Sonterra. Additionally, participants spent about \$9000 in the tennis pro shop, and \$1500+ on food/beverage at the tennis grill. Two of our tennis pros (Scott and Oleg) won first place in the Men's Open Doubles, and two other members (Lomax and Wroten) won firsts in their brackets, as well as several members who were finalists in their respective divisions. Sonterra members were able to reserve courts during the tournament for their play.

In response to a request at the last Board meeting, Milt reported on the light bill for the tennis courts after the installation of the new lights in March 2008. The bill from CPS for the 10 months (Mar-Dec) of 2008 was \$4410, or \$97 (2.2%) higher than the comparable period in 2007. Keep in mind the new lights have three times the candlepower compared to the old lights, and CPS had a rate increase during 2008. For the comparable 10 month period in 2009, the bill (\$4635) was \$225 (5.1%) more. The tennis court lights are 1.3% of the total charges that Sonterra pays CPS on an annual basis. Michelle commented there are more courts being used at night because of the significant improvement in the lighting system.

Ron mentioned when we received original cost estimates in 05, we were quoted to receive an estimated 30% cost savings. Michelle mentioned we have doubled our night play since '07 and Susan mentioned we also need to factor in the rate increases over the years by the utility company as well.

MGA – Rhett Morrow:

Rhett reported they had their first play in January and had about 72 players. He mentioned Barry and his crew did a great job. The upcoming weekend will be their second play and currently have 80 so far. Wednesday, February 10<sup>th</sup> their final ballots are due and they count the ballots on the 11<sup>th</sup>.

SWGGA – Rachel Wadsworth:

The SWGGA is starting the year off with 80 members. Due to weather the Valentine's play is cancelled. The annual Classic Affair will be held May 13 – 15.

Entertainment Committee Report – Peter Wojick:

Peter reported on the visions and goals of the new committee. The committee's main goal is to retain and invite friends to increase membership. Members from all groups within the Club will be on the committee to increase involvement from all areas of the Club.

Clubs within a Club – Rosalie Hallenberger:

There is not much to report on the Clubs within a Club, but Rosalie did mention if anyone needs help with any of the 25<sup>th</sup> Anniversary information she would be happy to help or provide any information.

Old Business –

Becky presented that the scholarship fund has about \$10,000 and the last Board wanted to take the money and give it to an employee to better themselves or receive continued education relevant to their position to better serve the members. Ron reported that the policy for education assistance was written in '05 and should be attached to the By-laws, Becky mentioned we currently have Operating Procedures and she has not seen that particular information. Ron offered to research this document.

Julius reported on the upcoming 21 Days and complimented the communication that has gone out to the members. In regards to the Turner Note, Julius has passed on information to anyone that has contacted him directly. Details are left with the secretary, but checks should go out the 2<sup>nd</sup> week in February.

### New Business

Julius turned the meeting over to Blake to address some of his questions submitted before the meeting. Blake addressed the following concerns/suggestions:

- He would like to see if there is an option to have keg beer served in the 19<sup>th</sup> hole.
- Is it an option to get a new TV set or to remove the current one in the bar area? Sergio said he will leave the decision to the Board and we can vote on it next month to either get a new one or take out the current one.
- Blake would like to see more publicity in regard to the Kids Club. His family uses the Kids Club often and believes it is not publicized enough to membership. Guy mentioned he and Shen Te are currently working with Rita to increase publicity and to possible have a monthly Kids Club newsletter. Margaret inquired on the child to adult ratio. Guy responded it is 1 adult for every 7 kids with a max of 25. Margaret also asked how we get around being a daycare, Guy mentioned we pay careful attention to State guidelines and lines that define a daycare as well as implement a 4 hr max limit for childcare.
- Blake also asked about the possibility of increases the age limited for the Jr. Membership to possibly get more members. Cindy mentioned the age limit was originally 35 but the Partners allowed them to increase to 40 but not beyond that.
- Black mentioned that Shen Te and the staff should received recognition for all of the events around the Club and great service.

### Cap Fund – Julius Germano:

Julius noted that he believes the Board is influencers but we can not forget we are also representatives of the general membership. Julius asked the Board how they would like to proceed. One option is to vote on a project again and then call for another meeting with Ken Story. Julius mentioned the previous renderings of the Fitness Center but Sergio has not seen them but believes it is worth talking about but he believes we need to prioritize projects. Sergio believes the improvements to the Fitness Center will be at least \$600-800k including electrical and equipment. Sergio mentioned as membership goes up so does the budget to make improvements. Becky mentioned the Board wanted the previous GM to look at the initial list and determine what was considered general maintenance versus potential cap fund projects. The Board decided to allow Sergio to look over the list and let the Board know what would be considered general maintenance and then the Board would prioritize the remaining list.

Julius thanked everyone for coming and the meeting was adjourned 8:11 pm.