

MINUTES – BOARD OF GOVERNORS  
March 2010

Present: 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 Wojcik, Susan Crouch, 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

The meeting was called to order by Chair Julius Germano at 6:05 pm. Julius opened the meeting by asking everyone to take a couple of minutes to approve the February minutes. Once approved, he turned the meeting over to Sergio for comments.

Sergio announced that Kathryn Comfort is no longer with Century Golf. She has accepted a position with another company. Sergio updated the Board on his scheduled lunches with the members. Overall he met with about 130 members over 3 weeks. The 21 days was a success even though he would have liked to see more participation but he does feel like it generated a lot of energy at the Club. One thing he is looking to do a better job with is having appreciation events for current members to thank them for bringing new members to the Club. Sergio is looking to have our New Member Receptions one month and alternating them with a Sponsor Dinner to thank current member for sponsoring new members. Sergio then referenced a set of financials with Sonterra's final numbers from 06-09 as well as the capital improvement dollars spent at the Club. Sergio spent a few minutes reporting financials to the Board to help give a better understanding of where the Club's dollars are being spent and to update the Board on our need for more Members. Sergio also addressed and dispelled rumors that the Club at Sonterra is paying or underwriting other Club's expenses within Century Golf.

Julius thanked Sergio for all of his efforts at the Club and has received great comments from the membership. Julius turned the meeting over to Jeff Hunter to report on Golf.

Golf Report – Jeff Hunter

Jeff reported that Jeff Vinke has graduated and will be leaving the Club; he accepted a job with Hartford Insurance. Gaston Gamboa will be coming back to replace Jeff. Jeff reported on upcoming Golf events. Jeff reported on the annual cart plan, the price will be \$1,500 on a single and \$1,900 for a couple that will begin soon. Jeff believes this will be a good tool for people to budget their money as well as be a good membership tool.

Membership Report – Cindy Jones:

The last of the 21 memberships was sold today. Every new member referral came from a recent new member that joined in either January or February of 2010. Membership numbers to date are as follows: Full Golf – 938, Tennis – 370, Social – 524, and Dining only – 35. For the month of February we finished with a net 2 members. Even with a good month we still finished \$17,000 short of last year in dues which puts a strain on finances. .

Operations Report – Guy Fanelli:

Guy referenced last month's Board minutes about staffing issues in the 19<sup>th</sup> hole. After researching the issue he did notice there were staffing issues and they have been addressed. Guy is currently working with Sergio to provide leadership positions in the 19<sup>th</sup> hole. He is also working on staffing for the summer as well as staffing at the Sports Grill. Guy reported the Summer Camps will begin soon at the Kids Club. As of now we are not planning on outsourcing the Camp. He also praised Rita, the Kids Club Director on her work and programming at the Kids Club. Guy presented ticket options and information for the Taste of the Northside. Guy also reported the Club recently purchased new china, unfortunately the current pattern is no longer available and we were forced to rent china for large events. He hopes to sell the old china online to provide more revenue for the Club.

#### Golf & Greens & Golf Report – Barry Carter

Barry reported biggest issue right now is working on the bunkers on the North course. Although the North course was done two years ago there is still maintenance work that needs to be done. Barry referenced it is like "wear and tear" on tires. The greens on the North look like they have survived the cold weather. Barry reported we have the new flags that will be replaced. Julius asked Barry about distance markers and lack of on the South Course. Barry responded that new markers were ordered for North Course. Julius suggested the South Course should be surveyed to see if we need more. Ron asked about the Audubon certification. Barry reported we have a bout 2/3 of the work done and it is not an easy project. Barry gave a target date of May 1 for the project to be completed.

#### Tennis Report – Michelle Dodier:

Michelle reported on results from their 21 days event and was proud to announce two new members joined after the Tennis event. The tennis department has 10 large events between March and May. The team is working diligently to bring in new Tennis members as well as retain their current members. The biggest event will be coming up the end of April, the Grand Slam. Last year there were 128 participants, and they have raised \$10,000 for Any Baby Can in the past.

#### Ambassador Report – Mona Koonce:

Mona mentioned the 21 days was a fantastic set of events. There will be a photographer out on Thursday, March 11 at 6 pm to take the Board and Ambassador Council group pictures.

#### SWA Report – Karen Murphy:

Karen reported the next SWA meeting will be Friday, March 26.

#### Tennis Report – Milt King:

Milt King reported Sneakers and Cleats will be rescheduled due to rain.

#### MGA – Rhett Morrow:

There are 59 teams for the upcoming MGA event, Saturday, March 13.

#### SWGGA – Rachel Wadsworth:

Rachel reported the Interclub teams have started. The big Guest day is March 24. Margaret Millsap also mentioned that a long time member, Barbara Bruner passed away this morning and everyone please keep her husband Larry in your thoughts and prayers.

Entertainment Committee Report – Peter Wojick:

Peter reported on the first Social and Activities meeting. The group discussed what kind of events they would like to see at the Club. Peter referenced the committee notes included in the Board packet as well as upcoming events at the Club.

Clubs within a Club – Rosalie Hallenberger:

Shopping Club will be planning a trip to Fredericksburg. Rosalie also reported the Motorcycle Club has done well and continues to grow.

Old Business –

TV in the Bar:

Julius asked for the Board's input on the TV set in the bar area. Sergio wanted Board to understand that he is putting the decision on the Board and wants them to do what is best for the Club and its members and potential members. He explained that it was imperative that Board members always make decisions that is best for the Club as a whole and not just from peer pressure or personal opinions. After discussion and Board input Ron motioned to remove the TV, Julius called for a vote to remove the TV. The motion passes and the TV will be removed from the Bar area.

Cap Fund Projects/General Maintenance:

Sergio went through the list provided by the Board and explained unfortunately he is a bit vague because a lot of the improvements are dependent on revenues. Right now the Club is generally in repair and maintenance mode and unfortunately that will continue if we have the same type of year as last year. Julius asked the Board if they would like to move forward with presenting Ken Story with a cap fund project. Julius motioned the Board would present the Fitness Center as the cap fund project. Mickey seconded the motion. Julius said the Board will fully go over the information in the next meeting as well as cover the scholarship information.

House Committee:

Julius turned the meeting over to Sue Colburn to address the need for a House Committee. Sue reported Sonterra had a House Committee in the past but the Board felt many of the maintenance issues were brought up but never addressed by the staff. Sergio said he is ok with having a House Committee as long as the focus remains on real maintenance issues around the Club. Sue motioned to reinstate the House Committee and name a chairman. Ron seconded the motion. Subsequent to the meeting Blake Kopplin was asked by Julius and accepted the Chairmanship of this committee. He will invite Board members and non Board members to be on the committee with him.

Turner Note:

Julius praised PJ on all of his work in providing members with their promissory notes to present to Turner in order to receive payment.

Julius thanked everyone for coming and the meeting was adjourned 8:38 pm.