

Waterlefe Community Development District

Golf Committee Minutes

January 11, 2018

Present: Tierno (chairperson), Maddaloni, Cole, Conrad, Brand, Krasow, Shopovick, Vernal, Bilotti, Gratsch and Haibach.

Absent: Stasiuk **A quorum was established.**

Other Attendees: Dietz (Golf Course GM), Hill (Head Golf Professional), and Reed (Golf Course Director of Membership & Marketing)

Call to Order: Meeting was called to order @ 1:00 PM by Mr. Tierno.

Minutes: Minutes from the December 14, 2017 meeting were presented and approved.

Public Comments: After a request by the chairperson, there were no public comments.

Golf Course Operations:

Financials (reported by Dietz):

- November's EBITDA was reported to be a loss of \$31,201 versus a budgeted EBITDA loss of \$12,171 thus resulting in an unfavorable variance of \$19,030. November's unfavorable EBITDA variance was mainly the result of lower public rounds which reduced revenue. Unplanned course projects in Maintenance added to the unfavorable variance for November.
- Year to date, EBITDA is unfavorable compared to budget by \$25,215. This unfavorable variance is mainly due to lower public rounds which resulted from cold and rainy weather conditions that occurred in October and November. The Pro Shop staff is attempting to develop plans to make up the revenue deficit. **A copy of the Monthly Financial Summary for November and year to date is located at the Waterlefe CDD web site.**
- November generated negative cash flow of \$42,738 which was caused by the loss for the month and an increase in accounts receivable and inventory. The increase in accounts receivable was the direct result of billings for the 2018 calendar year membership's dues. The increase in inventory is seasonal.
- The cash balance for the golf course on October 31, 2017 is \$173,339.
- December's rounds and revenues were comparable to budget. Although the projected revenue for December appears to be positive versus budget, it is not possible to predict the EBITDA results at this time.
- As of the date of the Committee meeting, January's rounds and revenue were unfavorable to budget mainly due to the negative weather conditions that occurred early in January.

Marketing & Sales (reported by Reed):

- January's passport memberships increased to 141 versus the 133 membership that existed at yearend. We received 21 resignations prior to 12/31/2017. We obtained 28 new memberships. As of 1/1/2018, 41 of our memberships are non-residents.
- Due to probable home sales of a few existing Passport members, we are anticipating additional membership losses in early 2018. On the positive side, we continue to experience interest in memberships from outside the community.
- Work continues on the permanent golf sign for drivers going south on Upper Manatee River Road and a temporary sign on the north side of the Fort Hamer Bridge. These projects are taking time due to difficulties that have occurred with the existing sign manufacture.
- Work continues on the changes to the Web site for the golf course. This project is being worked on in conjunction with work being performed by the MPOA on the community web site.

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Pro Shop/Grille Room (reported by Dietz & Hill):

- New merchandise was been arriving in the Pro Shop in anticipation of the upcoming golf season.
- Group tee time registration was discussed in the hopes of simplifying this process for the Pro Shop and the individual Passport members managing the larger weekly golf groups and to help maximize public green fees.
- The billing of \$100 per membership to help cover the cost of capital expenditures in 2018 was briefly discussed. The billing date of the capital fee will be confirmed at a future meeting. The billing is likely to occur in early summer.

Maintenance (reported by Dietz):

- The capital projects that will be addressed during the summer of 2018 were discussed. The most significant project are repairs to bridges, specifically certain pilings and bunker repairs. Estimates for work on the bridge pilings is \$13,000. Contractors are submitting bids. A deposit of \$10,000 has been made to secure the time with the bunker contractor. That work is scheduled for August, 2018.
- Work on golf course comfort stations is almost completed.
- We were informed by our insurance company that the hurricane damage to our bunker during the recent hurricane did not qualify for coverage under our insurance policy. The driving range netting that was damaged is covered but the amount of the damage is below our deductible.

Financial Subcommittee:

- No Report.

Legal Subcommittee:

- No report

Fact Finding Subcommittee (reported by Tierno):

- Ted Cole provide a brief update on the Memorable Fund project. Andy (the CDD attorney) has been asked to review the legal issues related to this project.
- Steve Dietz provided the Committee with a summary of the issues that resulted from the community survey that pertain to the golf course. A discussion took place regarding the growth of nonresident members and the possible need to provide more support to grow residential golf memberships. No conclusions were developed.

Communications Subcommittee:

- No Report.

Golf Operations Subcommittee:

- No Report.

WMGA:

- No Report

WWGA:

- No Report

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It was moved and agreed to adjourn the meeting @ 2:30 P.M.

Respectively submitted on February 13, 2018 by:

Tony Tierno