

Waterlefe Community Development District

Golf Committee Minutes

April 12, 2018

Present: Tony Tierno (chairperson), Tony Maddaloni, Ted Cole (Vice Chairperson), Tom Conrad, Barbie Brand, Bill Shopovick, Bill Gratsch, Scott Ellsworth, Bill Stasiuk, Audrey Bilotti and Jeri Haibach.

Absent: Herb Krasow and Bill Vernal. A quorum was established.

Other Attendees: Steve Dietz (Golf Course GM), Matt Hill (Head Golf Professional), and Janice Reed (Golf Course Director of Membership & Marketing) and James Davis (CDD Board Member), Bob Griswold (MPOA Board Member)

Call to Order: Meeting was called to order @ 12:00 PM by Mr. Tierno.

Minutes: Minutes from March 12, 2018 were presented and unanimously approved.

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

Golf Course Operations:

Financials (reported by Dietz):

- February's EBITDA was reported to be a profit of \$95,324 versus a budgeted EBITDA profit of \$76,108, thus resulting in a favorable variance of \$19,216. Revenue was favorable to budget by \$34,261 which contributed significantly to the positive favorable EBITSA profit. There were unfavorable variances in costs of goods and in the Maintenance Department for the month. The Maintenance unfavorable variance was caused by projects completed by the Maintenance staff. The Grille Room and Pro Shop experienced higher costs versus budget for various reasons.
- Year to date, EBITDA is unfavorable compared to budget by \$16,019. February's positive results significantly improved the unfavorable YTD EBITDA. As noted in prior month's minutes, this unfavorable variance is mainly due to lower public rounds which resulted from cold and rainy weather conditions that occurred in October and November, 2017.
- February's rounds were favorable to budget. Total YTD rounds are unfavorable to budget by 1,035. A majority of the unfavorable rounds are from public play (782).
- **A copy of the Monthly Financial Summary for February and year to date financial data is located at the Waterlefe community website.**
- February generated positive cash flow of \$75,207 which was caused mainly by the significant EBITDA results. The cash balance for the golf course on February 28, 2018 was \$350,526. The year-end (9/30/2018) cash balance is projected to be approximately \$150,000. This reduction in cash is due to the losses that are projected for the balance of the fiscal year along with the cost of the planned summer maintenance and CapX expenditures.
- March's rounds and revenues are anticipated to be on budget. Revenue is likely to increase due an improvement in public rounds and the billing of the \$100 Capital Assessment to Passport members. Passport rounds were down in March
- As of the date of the meeting, total rounds were unfavorable versus budget for the month of April.

Marketing & Sales (reported by Reed):

- As of the meeting date Passport membership increase by 1 to 143. We currently have 42 non-resident Passport memberships.
- Due to the home sales of existing Passport members, we are anticipating 3 membership losses in the coming months. On the positive side, we continue to experience interest in memberships from outside the community.

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- Summer memberships continue to increase. Currently we have 11 membership with continuing interest. The addition of River Club privileges to the Summer Membership program has proven to be a positive value to this year's program.
- Work continues on the new permanent golf sign for motorist driving south on Upper Manatee River Road and a temporary sign on the north side of the Fort Hamer Bridge. Permits are being secured for these two activities.

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

- Due to safety concerns, the use of larger tires on private golf carts that have trail fee privileges will be reviewed in more detail. The concern has to do with the higher speeds that these tires will generate when the golf cart is driven on the golf course. The Pro Shop is reviewing this matter and will report its recommendations at the next Golf Committee meeting. The Golf Committee supported the concern raised by the Pro Shop on this safety issue.
- The Pro Shop staff is planning to develop a summer golf event to raise money for improvements to the driving range. More details to follow.

Maintenance (reported by Dietz):

- The 2018 capital projects were generally discussed. A copy of the summer maintenance schedule is available from the General Manager. It was suggested by Steve Dietz that due to the improvement in cash flow, all of the bunkers should be redone this summer, not half of the bunkers as originally planned. It was agreed that this matter should be decided soon in order to secure the schedule of the contractor. The bunker work is still scheduled for August, 2018.
- New locks for all the comfort stations will be installed during the first maintenance closing this spring.
- Adding mats to the back of the driving range was discussed. Steve Dietz is obtaining bids on the cost of this improvement. The Committee agreed that this improvement would be a significant benefit to both existing Passport members and would help in obtaining new Passport members. This matter will be discussed in detail at the next meeting.

Financial Subcommittee (reported by Tierno):

- Work will need to begin on the 2018/2019 budget. The budget will need to be approved by the Golf Committee at our June meeting in order to meet the schedule that is followed by the CDD. Steve Dietz will be the point person on this activity.
- The Committee discussed the issue of re-implementing an initiation fee during the next fiscal year. After a detailed discussion it was unanimously agreed not to implement the initiation fee at this time.

Legal Subcommittee:

- No report

Fact Finding Subcommittee (reported by Tierno):

- Ted Cole and Tony Tierno provide an update on the Memorable Fund/Charitable Foundation project. A law firm has accepted the contract to review this matter.

Communications Subcommittee (reported by Stasiuk):

- The Communications Committee was asked to review and/or develop some information that Ken Bumgarner would use in his CDD spring update letter to the community.

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Golf Operations Subcommittee (reported by Shopovick):

- The Operations Committee discussed a number of projects that might enhance play on the golf course. The Committee was asked to complete the 2018/2019 Capital Plan for presentation at the next Golf Committee meeting. This plan will have a significant impact of the development of the Golf Course Budget and will serve as supporting data for the request of CDD fund for golf course projects.

WMGA (reported by Ellsworth):

- Scott Ellsworth was introduced as the new president of the WMGA. Scott noted that the WMGA just concluded another successful season and is developing plans for next year.

WWGA (reported by Bilotti):

- The WWGA also had a very successful season. In 2018/2019 they are planning to develop some activities with the WMGA.

It was moved and agreed to adjourn the meeting @ 2:00 P.M.

Respectively submitted on May 16, 2018 by:

Tony Tierno, Chairperson