

# Waterlefe Community Development District

## Golf Committee Minutes

December 13, 2018

**Present:** Ted Cole - Vice Chairperson, Bill Gratsch, Bill Stasiuk, Bill Vernal, Jeri Haibach, Barbie Brand, Jeff Brand, Tom Conrad, Bill Shopovick and Tony Maddaloni.

**Absent:** Tony Tierno - Chairperson, Herb Krasow and Audrey Bilotti.

A quorum was established.

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

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

**Minutes:** The minutes from the November 15, 2018 meeting were unanimously approved.

**Public Comments:** There were no public comments.

### **Golf Course Operations:**

#### **Financials (reported by Dietz):**

- The adjustments related to the change in accounting for leases that were implemented by our external auditors have been largely resolved. Estimated summary results for the entire fiscal year 2017/2018 were presented. Total Revenue was \$2,385,748, comparable EBITDA was \$116,312 and Cash was \$161,720. Total Revenue and the number of rounds were the best results since the WCI transition in 2008. Capital Expenditures amounted to \$254,595, including renovation of all the bunkers and the driving range.
- October 2018's revenue was unfavorable compared to budget by \$15,395, or 8%. Rounds were unfavorable to budget by 104 while dollars per round were down by \$4/round as attempts were made to increase volume. Net EBITDA for the month was down \$9,981 compared to budget.
- November 2018's was also down to budget, by \$19,412. Public Rounds and Passport Rounds were down versus budget by 404 and 109, respectively.
- Revenue MTD through December 12 was up \$9,693 to budget despite Public Rounds being down 18. The positive offset was an increase in dollars per round (green fees and cart fees combined) of \$3.48.
- As of December 7, 2018, our cash balance was \$190,305.

#### **Marketing & Sales (reported by Reed):**

- Passport Membership remained at 137. We have 101 resident memberships and 36 non-resident.
- It was reported that we have received 16 membership resignations. However, there are currently 28 new memberships that will start on January 1. This will include 10 resident and 18 non-resident new members. It was noted that 12 of the pending new members participated in the Summer Golf Membership Program.
- The Club has finalized a marketing arrangement with the Pittsburgh Pirates/Marauders.
- The first referrals have been received from the marketing plans with Golf Life Navigators. This campaign will focus on families looking for golfing communities and that are planning to move to Florida from northern states.
- Two upcoming events were discussed: the Golf Member Appreciation Dinner on January 10 and the Jan Stephenson Golf Clinic and Wine & Rum Tasting on January 16.

#### **Pro Shop/Grille Room (reported by Hill):**

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- There will be a Town Hall Golf Meeting on the evening of December 13. Subjects to be discussed include the new ratings and slopes for the course and the new handicapping of the holes.
- A USGA Rules Seminar will be held on January 7<sup>th</sup>.
- The Golf Cart Registration process is proceeding well. Only 7 member carts remain to be inspected and registered.

### **Maintenance (reported by Dietz):**

- More pine straw has been ordered to complete covering those areas where the old sand from the bunkers was distributed throughout the golf course.
- Work will begin soon to improve the condition of putting green.

### **Financial Subcommittee (Tierno):**

- No report

### **Legal Subcommittee (Krasow):**

- No report

### **Fact Finding Subcommittee (reported by Cole):**

- The Florida Sunshine Law clinic that was presented at the last CDD Meeting was discussed. It was agreed to increase efforts to comply with the necessary but sometimes restrictive requirements.

### **Communications Subcommittee (reported by Stasiuk):**

- No report.

### **Golf Operations Subcommittee (reported by Stasiuk):**

- The committee recommended that golf carts be allowed to drive anywhere in the fairway and also in the rough, subject to the geo-fencing restrictions. Efforts should be made to evenly distribute the wear so that certain areas are not worn thin by repeated use. Also recommended was the continued use of the black markers indicating where to exit the fairway.
- A spec sheet for rakes in the bunkers has been developed, requiring 90 rakes for the 36 bunkers. The Maintenance Department can periodically inspect the bunkers and replace the rakes as necessary.
- Various pontoon floats for use in the driving range were presented and discussed. At least one will be added.

### **WMGA (reported by J. Brand):**

- The 1-Day Member Guest and the Pro/Am events went well and were well attended.
- Still in need of a Vice-President and a Secretary/Treasurer.

### **WWGA (reported by B. Brand for Bilotti):**

- The trick shot event was well attended.
- A mixed event is planned for January 24.

It was moved and agreed to adjourn the meeting @ 1:45 P.M.

Respectively submitted on January 15, 2019 by:

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Ted Cole, Vice Chairperson