

Waterlefe Community Development District

Golf Committee Minutes

January 17, 2019

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

Absent: Bill Shopovick, Herb Krasow and Audrey Bilotti. A quorum was established.

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

Call to Order: Meeting was called to order @ 12:05 PM by Mr. Tierno.

Minutes: The minutes from the December 13, 2018 meeting were unanimously approved.

Public Comments: There were no public comments.

Golf Course Operations:

Financials (reported by Dietz):

- November, 2018 EBITDA was reported as \$29,514 versus a budgeted EBITDA of \$33,299. This resulted in an unfavorable variance of \$3,785. The majority of the unfavorable variance was related to an unfavorable variance of 443 public rounds.
- Year to date EBITDA was reported as \$15,404 versus a budget of \$33,922 resulting in an unfavorable variance of \$18,518. Again, the major issues resulting in the unfavorable EBITDA variance was the unfavorable variance of 547 public rounds.
- I was noted that the accounting issues that have developed with Rizzetta have not been resolved. When those matters are resolved the reported EBITDA numbers may change.
- December's rounds were reported to be unfavorable to budget by 157. Dollars per round for public play were favorable by \$3.30/round. Overall Revenues is expected to be favorable to budget by almost \$7,000.
- Through January 17, 2019, rounds were reported to be favorable to budget by 71. Overall revenue for this same period is slightly unfavorable to budget.
- The cash balance for the Golf Course at 11/30/2018 was reported at \$163,269. The Golf Course generated \$62,284 in cash during the month of November 2018.

Marketing & Sales (reported by Reed):

- Passport Membership increased to 142 effective 1/1/2019. This is an increase in 5 memberships from the previous year. Overall, there were 21 resignations and 26 new memberships. We now have 40 non-resident Passport Memberships.
- The 26 new memberships included 10 residents and 16 non-resident memberships.
- The Pittsburgh Pirates/Marauders marketing arrangement has been concluded. The general details will be communicated to the membership and the community.
- The marketing relationship with Golf Life Navigators is working. This relationship should provide potential membership via home purchases within Waterlefe.

Pro Shop/Grille Room (reported by Hill):

- The golf cart registration process has been successful. There are only a few golf carts that have trail fee privileges that have not been registered.
- A question was raised regarding the accuracy of the distance noted on the scorecard for the white tees. Mr. Tierno noted that it appears that at least one of the tees may be inaccurate, hole #11. The card reports a distance of 139 yards. Mr. Tierno noted that that hole rarely if

Waterlefe Community Development District

Golf Committee Minutes

January 17, 2019

ever plays less than 140 years. After much discussion, it was agreed that this matter would be reviewed by the Pro Shop in more detail.

- It was reported that green fees before 12 noon would be raised to \$99 for public players, with similar increase for the balance of the day. After reviewing rates by various golf courses in the area it was concluded that the timing for this increase was appropriate. As part of the price change a small container of range balls will be given to each player. Steve Dietz noted that it has been determined that this change in pricing would have a positive impact on revenue despite the loss in revenue resulting from providing free range balls. Residents will continue to be given a discount of \$10 on existing green fees.

Maintenance (reported by Dietz):

- It was reported that rakes used at our sand traps were inventoried. As a result of this inventory, it was determined that the current number of rakes are sufficient.
- The CDD Property Management function within the Golf Maintenance Department continues to operate smoothly.

Financial Subcommittee (reported by Tierno):

- Steve Dietz and Tony Tierno are waiting for financial information from Rizzetta to resolve the accounting issues that have developed from the change in accounting that was implemented for leases by Rizzetta. This information will allow Steve Dietz to finalize the Golf Course financial statements for the fiscal year ending 9/30/2018 and the monthly financials for October and November 2018.

Legal Subcommittee (reported by Krasow):

- No report

Fact Finding Subcommittee (reported by Tierno):

- **No report.**

Communications Subcommittee (reported by Stasiuk):

- No report.

Golf Operations Subcommittee (reported by Stasiuk):

- It was reported that two bids had been obtained to resurface the bridges that lead to and from the 14th and 15th greens. A motion was made that the bids that had been received from Westscapes Golf Construction be accepted. It was noted that two bids had been issued for a total price of \$130,766.22. The motion was unanimously approved.
- It was reported that Driving Range Targets were being constructed by Dennis Carkonen (a resident and Passport Member) at a much lower cost to the Golf Course than what was available to purchase.

WMGA (reported by J. Brand):

- It was note that Tom Tosi and Ed Rogers have agreed to become members of the WMGA Board.
- Mr. Brand noted that work was being performed to find a venue for the Golf Getaway. It was noted that last year's venue, Saddlebrook, would not be considered.

WWGA (reported by B. Brand for Bilotti):

- It was reported that the mixed event that was sponsored by the WWGA was well attended.

Waterlefe Community Development District

Golf Committee Minutes

January 17, 2019

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

Respectively submitted on February 13, 2019 by:

Tony Tierno, Chairperson