

WATERLEFE COMMUNITY DEVELOPMENT DISTRICT

(CDD)

1022 Fish Hook Cove

Bradenton, FL 34212

MINUTES OF THE GOLF COMMITTEE MEETING

DATE: Monday, January 23, 2012

TIME: 12:30 P.M.

PLACE: The Waterlefe River Club

1022 Fish Hook Cove

Bradenton, FL 34212

OPENING:

1. The meeting was called to order by Tony Tierno at 12:36 PM. In attendance besides Mr. Tierno were Bill Gratsch, Janet Stepp, Bill Shopovick, John Brocki, Phyllis Schuler, Bill Dunn, Don McFadden, and Tom Conrad. Absent from the meeting were Steve Sanborn, Herb Krasow, Ken Bumgarner, Jack Ritchie and Howie Drourr. Joe Rassettt attended the meeting from Escalante Golf. A roll call was taken and a quorum was established.
2. An advance notice of the meeting was posted at the appropriate locations within the community and all committee members were notified about the meeting by email. Therefore, a Proof of Meeting was established.

MINUTES:

1. The December 19, 2011 Golf Committee Meeting minutes were presented and unanimously approved.
2. Tony Tierno agreed to record the minutes for today's meeting.

OLD BUSINESS:

1) Golf Course Operations:

- a) Passport Membership - Joe Rassettt provided the Committee with an update on Passport Memberships. He pointed out that the current membership has dropped from 153 (December total) to 144 (January's expected total). This change is related to year end resignations net of new memberships. The budgeted Passport Membership for 2012 is 155.

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- b) Marketing - Joe noted that there wasn't much to report related to Marketing. He noted that the Pro Shop was focusing on discounts through organizations like Golf Now to replace lost membership rounds. It was suggested that all new Passport Member should be informed about the WWGA and the WMGA.
- c) Major Project Reviews - The Major Project List was discussed. It was noted that the list priorities were developed using a focus on safety, environmental issues, cost and revenue, in that order of priority. All open projects were generally reviewed and discussed.
- d) January Revenue Update - It was noted that due to weather issues and tournament play, January revenues were behind budget. The current month to date shortfall is approximately \$23,000. Joe Rassetts stated that based upon current activities he expected that some of this shortfall could be made up by month end. Activities in the Grill Room were very close to budget through 1/18.
- e) Membership Issues - Tony explained to the Committee that a Passport Member and his wife requested that they be allowed to resign their membership effective the end of January, 2012. It was pointed out the this request had been made subsequent to 12/31/2011, the last date during the calendar year when a resignation can be accepted for 2012. This policy is stated in the Club's Policies and Procedures and in each Passport Members Membership Contract.

The Golf Course policy on resignations was reviewed and discussed. A copy of the particular Members contract was not available for the meeting but was subsequently located by Mr. Rassetts. A copy of the resignation letter was given to each Committee member. A very detailed discussion regarding this request took place among the Committee members. Joe Rassetts explained the position that Escalante had taken on this matter. That position was to enforce the existing policies of the Club and the contract that each Passport Member sign when they joined Waterlefe. Therefore, in order to resign from the Club the resignation request must be received before 12/31/2011 if it is to be effective on 1/1/2012. The resignation letter in question was received on 1/10/2012.

After a lengthy discussion a vote was taken. The majority of the Committee agreed to follow the actions that had been taken by Escalante on the resignation request. Two Committee members voted to allow the

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resignation as requested by the Passport Member, John Brocki and Bill Shopovick.

To enforce Escalante's actions on this matter it was agreed that the Committees position be communicated to the CDD Board. It was also agreed that assuming the CDD Board agreed with the Golf Committee's recommendation that a letter would be sent to the requesting Passport Member from the Waterlefe General Manager explaining the position of the Club on resignations. It was also suggested that the letter offer the related family the opportunity to resign at the end of January 2012 if they paid the remainder of their 2012 Golf Course membership dues. It was noted that the Golf Course would not enforce the golf cart lease that had been agreed to by the requesting Passport Member since that agreement is not an annual contract similar to the Golf Membership.

Joe Rassettt agreed to present these suggestions to the CDD Board at their next meeting.

2) Fact Finding Subcommittee:

- a) Don McFadden reported on the free golf passes that had been sent out to the Waterlefe residents. This jester by the CDD was resulting in some position feedback with the residents. However, Joe Rassettt noted that some negative comments had also be received at the Pro Shop.
- b) Joe Rassettt updated the Committee on the status of the new EZGO golf cart lease. Joe noted that EZGO was not able to secure financing for Waterlefe for this lease. Our only option at this point is to continue operating under the last year of the current EZGO lease which will expire at the end of 2012. Other options beyond 2012 are being explored.
- c) Joe Rassettt also explained what was happening in the Grill and Lefe Rooms pertaining to improvements. It appears that The River Club will be entering into a contract to purchase new chairs and tables. The existing chairs and tables will be offered to the Golf Club for use in the Grill and Lefe Rooms. New blinds have also be installed in both rooms.

3) Finance Subcommittee - Tony reviewed the financial results for the month of December and for the three months ending 12/31/2011. It was noted that Decembers EBITDA exceeded budget by \$11,706. Year to date EBITDA

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exceeded budget by \$18,051.

- 4) Legal Subcommittee - Due to Herb's absence there was no report.
- 5) Marketing Subcommittee - In Herb's absence Bill Gratsch updated the Committee on this Subcommittee's activities. Bill noted that the Subcommittee is trying to obtain demographic information on our community and will be working with Escalante's Marketing Manager to develop some programs to increase our Passport Membership numbers.
- 6) Communications Subcommittee - Due to Herb's absence there was no report.
- 7) Activities Team - Phyllis reported that a "9 & Dine" was scheduled for 2/6/2012. She also noted that the annual "Battle of the Sexes" event and a "Divot Fixing Party" were being arranged in the near future.
- 8) Golf Operations Team - Bill Shopovick noted that he had nothing to report.
- 9) WMGA Update - Tony updated the Committee on the recent and future activities of the WMGA. To date there has been very positive reception to this organization by the male Passport Membership. The next event was the Super Bowl Skins Game that was scheduled for 2/5/2012.
- 10) WWGA Update - Janet Stepp provided the Committee with an update on WWGA activities. The WWGA was planning to have a Solhiem Cup event in the near future. This event will mirror the Ryder Cup event that was held by the WMGA.

There being no further business the meeting was adjourned at 2:30 PM.

Respectively submitted by:

Tony Tierno