

Minutes of the Monthly Meeting of the Hillcrest Golf Club Board of Directors Tuesday September 21, 2021

The regular monthly meeting of the Hillcrest Golf Club Board of Directors was held at the Hillcrest Golf Club on Tuesday, September 21st, 2021. President Brian Dommer called the meeting to order at 5:33 PM. Board members present were: Bob Therrell, Brian Dommer, Britt Bassett, Elliott Fitz, Jeff Thompson, Jesse Larson, Michael Anziano, and William Gwinn. Bill Warren had an excused absence for this meeting.

The following Hillcrest staff members were present: Amy Moody, Lindsay Mattison, Michael McCloskey, and Will Herz.

A. MINUTES

President Dommer asked if there were any revisions to the August minutes. Jeff Thompson moved to approve the minutes. The motion was seconded and approved by all.

B. PUBLIC PARTICIPATION

An email from Charles Funk regarding half-year memberships was read and discussed. The Board requested that Lindsay Mattison, the Hillcrest Office Manager, respond to the email.

C. FINANCE MANAGER'S REPORT

Amy Moody provided a detailed report in the monthly board packet, so only covered a few highlights.

Merchandise sales are higher than projected and the profit margin on the sales is good. Food & Beverage sales continue strong, also higher than projected, and as of end of August, show a \$33k profit.

At the end of August, the Club has a cash balance of \$491k with long-term debt of \$678k. \$88.7k of capital expenditures have been made so far this year.

The new network connection project with FastTrack to get fiber to the clubhouse is still underway with steady, but slow progress. The City Council met this week for a public hearing on the right-of-way easement needed. It is possible that actual work on the project may start in mid to late October.

A table on 2021 Capital Expenses was discussed. Items approved but not yet completed were highlighted in red. Considering the current budget, including new expenses approved for repair and resealing of the asphalt at the clubhouse and maintenance areas, the 2021 capital expense items for a new Rain Shack near the tee on #18 and a new sprayer were postponed.

D. GENERAL MANAGER'S REPORT

Michael McCloskey provided a monthly report in the board packet and handed out a post-tournament summary for the Navajo Trails Open. 132 amateurs and 33 pros competed in this 60th year of the NTO. There were over 40 volunteers who helped out in a wide variety of tasks. A discussion was held covering the NTO registration, volunteers, goals met, what was learned, and planning for the 2022 NTO. The NTO financial results were reviewed.

The clubhouse asphalt resealing is scheduled for Monday and Tuesday (9/27 and 9/28). Final discussions with the contractor are being held so that operational adjustments can be determined and a notice to members can be sent out.

Because of the cooler morning weather of fall, morning tee times will be moved later to minimize course impacts. The next change will be moving to 9:00 am starting times on Monday, September 27th.

Michael will be attending the October 4th to 6th Denver Merchandise Show to pick out and purchase some new golf shop merchandise for 2022.

A brief review of some Key Performance Statistics was held. Some discussion and questions on the revenue and operating cost-per-round resulted.

E. GOLF SUPERINTENDENT'S REPORT

Will Herz provided a course maintenance update referring to highlights provided in the Board Packet.

Preparing for the NTO was a focus last month and all seemed happy with the condition of the course and speed of the greens.

The new forward tees were put into play on Monday, August 30th. Almost all comments heard so far about them have been positive in both how the course now plays, and how the tee were built.

Aeration of the greens has been completed. Closing 9 holes at a time has worked out well in making the job much easier on maintenance staff. The unseasonably warm weather during and right after the aeration allowed the greens to recover quickly.

With cooler fall weather and shorter days, the amount of required maintenance will lessen so seasonal staff can be reduced.

A project is now underway to remove timbers and blocks around the older tee boxes and replace them with tapered dirt to eventually have all the tee areas surrounded by grass. This will speed up maintenance in these areas by allowing smooth mowing pathways.

The current hot and dry weather has caused some areas of the course, generally the roughs, to turn brown. A few of these areas will be watered with portable sprinklers.

F. COMMITTEE REPORTS

1. Finance Committee

Bob Therrell provided a handout covering the September 20th Finance Committee meeting attended by Amy Moody, Michael McCloskey, Elliott Fitz, Tim Miller (member), and Bob Therrell. They discussed the net profits so far this year of various budget areas and reviewed an updated cash flow statement. General budget parameters and guidelines were discussed that will be used in developing the 2022 budget. A timeline for the budget formulation and needed board approval meetings was developed with a target of approving the 2022 budget at the end of November.

2. Golf Operations Committee

Michael McCloskey, Jeff Thompson, and Michael Anziano met on September 18 to review aspects of the prior month's operations. Director Anziano provided a report in the packet. They discussed staffing for the remainder of the golf season, the Golf Simulator, Covid protocols, winter facility usage ideas, board nominations, and the need for one usage of the newly adopted Hillcrest Code of Conduct.

3. House Committee

Director Bassett reported that the clubhouse rooftop solar project is still moving along slowly. The project contractor has met on-site with Fire Department officials so that a final approved plan for the PV module placement can be completed.

A brief discussion was held of the Sunday music event and possible changes to make to it for next year.

G. UPCOMING CALENDAR ITEMS

The next board meeting will be held at the clubhouse on Tuesday, October 19th, 2021 at 5:30pm. A potential budget workshop meeting is being considered for Saturday, November 20th.

H. ADJOURNMENT

The meeting was adjourned at 6:57pm.

Submitted by Britt Bassett, Board Secretary