

**Legacy Golf and Tennis Club  
Board of Governors Meeting Minutes  
October 10, 2023**

A meeting of the Board of Governors was held at Legacy Golf and Tennis Club on Tuesday October 10, 2023. In attendance were Steve Brigati, Anthony Gemma, David Hauger, Dennis Payne (by telephone), Cyndy Fettrow, Marianne Greisofe, Anthony Giordano, Dan Harbaugh, and Patrick Spooner. Adam Horvit also participated. The Board meeting was called to order at 9:00am.

- 1) **Marketing Memberships Meeting Update** – Tony Giordano said that Steve Graves of Creative Golf Marketing will be here for a facility tour and meeting with the BOG on Wednesday, October 11.
- 2) **Draft 2024 Budget**

Discussion included review of several line items of Adam’s revised budget draft including:

- Adam indicated that our health insurance provider has been switched to United Health saving \$18,000 annually. Oil and gasoline costs will increase from \$50,000 to \$74,000 to reflect increases in those items. Chemicals and fertilizer cost projects have been reduced by five percent each as discussed at the October 6 meeting. Golf course supplies have been reduced by \$6,000. The IT budget has been increased by \$3,000 to reflect mobile plan costs at \$50 per month credit for key managers. ATCOM costs were included at \$300 per month – David clarified that their service is priced at \$100 per month is for general IT support and a larger amount would be billed if they had been asked for additional support. David requested that sales tax and tips at \$187,000 not be included in revenue and expenses.

The draft budget projects an increase of about 12.9 percent compared to 2023.

- Discussion that since we have budgeted for membership marketing services, we should have goals for membership gains and reflect those in the budget. Tony Gemma stated that we will make up losses in revenue associated with projected membership losses during the course of the year.
- We should increase guest greens fees by \$10 per round and cart fees by \$3 for 2024.

**Motion was made and seconded to approve the increase in greens fees and cart fees. The motion was approved by a unanimous vote.**

- Denny mentioned that we should approach the PGA about negotiating an agreement where their members can play at the Legacy in the afternoons if and when we have available tee times. This is something that we should work on with Dick Smith’s assistance.
- David presented a spreadsheet in which he incorporated Adam’s draft budget assumption information and discussed the impacts of eliminating certain line items. Adam indicated that he believes that he could find a reduction in spending if that is what the Board decides.

**Following the discussion, a motion was made to approve the draft 2024 budget and to increase the dues by six percent. The motion was seconded and failed to obtain necessary votes for approval.**

Following additional discussion,

**A new motion was made to approve the draft 2024 budget and to increase the dues by seven percent and the motion was seconded. The motion was approved with six votes in support, two votes opposed and one abstention.**

The next meeting of the board is tentatively scheduled for Monday October 16 at 6pm to discuss preparation for the October 19 membership meeting.

**A motion to adjourn was made the meeting at 10:30am and the motion was seconded. The motion was approved by a unanimous vote.**