

Minutes of Board of Governors Meeting December 21, 2023  
Legacy Golf and Tennis Club

Steve Brigati called the meeting to order at 6:00 pm. Present were Steve Brigati, David Hauger, Tony Gemma, Tony Giordano, Ms. Fettrow, Marianne Greisofe, and Denny Payne. The agenda for the meeting was approved.

Steve discussed the financial impact of loss members. He stated the loss in dues revenue equated to \$307,000, and a loss of \$76,000 in terms of the assessment revenue. He also stated Adam has signed up six new members which will add \$28,000 to the capital account and \$9,000 to the operating account. He explained the losses by membership category as 7 master resignations, 13 yellow course resignations, 30 social resignations, and 24 tennis resignations. In terms of downgrades, he explained the club experienced 7 master to social and 8 master to yellow.

Steve updated the board on a contingency plan that is under development by the GM identifying potential savings and additional revenue opportunities as a way of mitigating the adverse impact of the loss members and accompanying revenue. He stated that savings will be needed as well as incremental revenue generated through new membership sales.

Discussion of the marketing/sales plan recommended by Steve Graves followed. Concerns about issues related to the existing brand as well as conflicts with current by-laws were expressed in some detail. It was generally believed that the bulk of the plan could be implemented quickly and board members would work with Mr. Graves prior to his presentation at the annual meeting. It was agreed that the board would have a chance to review his presentation in advance of the meeting. A motion was made to implement the marketing plan and passed.

Steve gave an update on the past due members and stated all were being contacted to bring their accounts current or face consequences.

The issue of seeking competitive bids was discussed to ensure that the club is getting maximum value for the services we contract out. The IT contract was discussed and a concern raised that it is critical that the companies involved are bidding on like services so a decision can be made on an apples to apples comparison. Steve said he would discuss with the GM to ensure this is the case. Mr. Giordano brought up the tax preparation work and said three bids would be solicited before a final decision is made. He also brought up the scope of the tax work and recommended that the club have whatever firm selected do the work at a compilation level which will add a higher level of review and confidence. Final decision to be made on that issue once the bids are received a selection is made.

Questions arose regarding VIP Golf School related to revenues generated by them and how the billing was being handled. Mr. Giordano said he would follow up with the Director of golf to get the specifics and report back.

Steve gave an update to the election process stating both a written and electronic communication would go to the voting membership on December 29 and would include the ballot. Polls will open January 5, 2024 and close on January 15, 2024 at 6:00. In the memo, it will state term length will be decided by vote counts. For the meet the candidate meeting on January 4, preset questions will be provided to the candidates prior to the meeting.

Mr. Payne gave an update on the irrigation system bids. He said while the numbers could still fluctuate due to manufacturer rebates and credits, the numbers are fair representative of the financial magnitude of the project and it needs to be determined through discussions with the contractors of the requirements of securing a spot on the calendar for 2025. He further stated that the day to day problems and breakdowns continue to occur but the maintenance team responds accordingly.

A question was raised by Mr. Hauger regarding the status of the work carts under outlined in last weeks memo. Mr. Payne stated the carts are a top priority for the maintenance team and before the issue is fully resolved, he would work with the GM and superintendent to identify offsetting reductions that carry a lower priority to day to day productivity and the reductions would be provided in writing for the board to review.

The meeting was adjourned at 8:15 pm.