

APPROVED
Pointe Service Association
Board of Directors Quarterly Meeting
October 17, 2020 9:00AM
Eagles Nest

Meeting called to order by President Betsy Larson at 9:00AM

Members Present:

President Betsy Larson. Vice President Mike Baugh. Past President Bob Schippnick. Treasurer Gail Miller. Secretary Susan Slaven. At Large Tony Piano. At Large Glenn Adams. Bay Pointe Kim Scifres. Eagle Bay Skip Pelton. Eagle Bay II Trent Speer. Eagle Cove Sherry Kay. East Bay Paul Browne. Fairway Knoll Ken Surface. Front Nine Jack Krajanak. Greenridge Rick Charles. LaSalle Woods John Mehrle. Pointe Cove Mike Cox. Pointe Retreat Susan Slaven. Waters' Edge I John Teising. Waters Edge II Dan Dodge. Woodridge Todd Hulse. Board At Large Melissa Emily. Waters' Edge Ctyd. James Bottorff. Bay View Tony Piano

Members Not Present:

Harbour Pointe Derek Foreman.

Guest Speakers:

Brooke Membership/customer service. Rich Hubler. Doc O'Neal. Colin O'Neal. Ed Sahn

Cohoat and O'Neal gave a brief update on golf operations and reviewed the P&L for golf operations through September and Sahms for their first 7week period.

- Rounds of golf up over last year – 102%
- 2021 Golf membership drive - November 12 – December 18 to get \$200 discount
- Losses for 2020 will be substantially less than 2019
- Sahms showed a small profit in their first 7 weeks – quite remarkable given F&B operation was spending over \$1.4 for every \$1 of revenue – consistently losing money
 - Payroll/Expenses and COGS are substantially better and in line with industry standards.

PSA Golf Course Contributions- Gail Miller

Balance Sheet As of September 30,2020

- | | |
|--------------------------------|-----------|
| • Total Assets | \$163,551 |
| • Total Liabilities | \$74,357 |
| • Total Equity | \$89,194 |
| • Total Liabilities and Equity | \$163,551 |

PSA Profit and Loss Through September

Total Income

- Actual YTD \$484,530
- Budget YTD \$490,872
- \$ over (under) Budget \$(6,342)
- Annual Budget \$651,600
- \$ over (under) Annual Budget \$(167,070)

Total General Operating Expenses

- Actual YTD \$198,849
- Budget YTD \$207,009
- \$ Over (Under) Budget \$(8,160)
- Annual Budget \$284,318
- \$ over (under) Annual Budget \$(85,469)

Total Capital Improvement

- Actual YTD \$180,395
- Budget YTD \$275,461
- \$Over (Under) Budget \$(95,066)
- Annual Budget \$367,282
- \$ Over (Under) Annual Budget \$(186,887)

Net Income

- Actual YTD \$25,168
- Budget YTD \$8,402
- \$ Over (Under) Budget \$16,766
- Annual Budget \$0
- \$ Over (Under) Annual Budget \$25,168

PSA Accounts Receivable As of October 14, 2020

- 11 Old Accounts \$30,305.25
- 0-30 \$40,668.14
- 30-60 \$770.00
- 60-90 \$300.00
- 90 + \$11,031.58
- Total \$83,074.97

PSA Golf Course Contributions as of October 17, 2020

- Irrigation \$21,430.71
- PNC Torro Equip. \$14,331.31
- Wells Fargo (John Deere) \$8,914.40
- Wells Fargo (John Deere) \$3,554.88
- Irrigation Back Nine \$18,120.00
- Fitness Room \$1,700.24
- Pool & Decking \$1,100.00
- Misc. Bunkers/Trees Etc. \$32,500.00
- Lift Station \$18,650.00
- Clubhouse Furniture \$40,424.42
- Phone System \$4,602.18

- Pump on Hole 10 \$10,566.32
- Pool Fencing \$0
- Total Currently Approved \$175,894.46

Committed for 2020 219,881.70

- Total Available Budget \$300,000.00
- Committed Capital Improvements \$219,881.70
- Available from Budget \$80,118.30
- Operating Expense 3/23/20 \$30,118.30
- Operating Expense 4/13/20 \$50,000.00
- Balance Available from Budget \$0
- PSA Reserves \$51,000.00
- LOC Balance \$200,000.00
- Available Through 12/31/20 \$251,000.00

PSA 2021 Capital Expenditure Recommendations

- Irrigation and lease payments
- Golf Course Equipment- 3 pieces
- Update Birdies
- Clean up Boat Storage & Maintenance Area.
- Upgrade Lighting in Parking Lots.
- Smoker for Sahms Restaurant.
- Replace Wooden Deck Overlooking Pool.
- Clubhouse Updates (carpet, etc.)
- Address Tennis Court Area – Part 1
 - Approximate Total Cost- \$300,000

Unfunded Projects \$50,000-\$60,000

- Dead Tree Removal
- General Maintenance & Repairs

PSA 2021 Budget

- Total Income Budget \$722,644
- Administrative & Insurance Budget \$59,600
- Amenities-Security Budget \$163,802
- Landscaping Budget \$3,000
- Repairs/Common Area Maint. \$0
- Utilities \$17,461
 - Total General Operating Expense \$243,953
 - Net Balance Operational \$478,711
 - Capital Improvement Expense \$478,711

Discussion tabled for an increase on new buyers coming into the Resort and/or possibly the sellers.

PSA Proposed 2021 Assessment Increase

- Recommended New Individual Quarterly \$178.50
- Recommended New Individual Quarterly (lot only) \$89.25
- Proposed Annual Assessments \$690,438.
- New Quarterly Assessments Budget \$167,431.22
- New Annual Assessments Budget \$669,724.88

Motion to Increase Quarterly Dues

Motion to increase quarterly dues by Susan Slaven and seconded by Tony Piano. 13 in favor. 5 abstained. Passed by majority vote

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Security Contract- Mike Baugh (Narrowed down to two Companies)

Security Pro 24/7

- Current security company for 14+ Years.
- Hines Security recently sold to Security Pro.
- New Owner Mike Ross local businessman.
- Steven Hines 3rd in command & will remain Resort contact.
- Thoroughly understands PSA and layout of the Resort.
- Has maintained gates and software.
- Knows the Fiber Optic's.
- Security Pro will keep up on technology w/ minimal additional cost.
- Will sign year to year contract with no increase for three years.
- Willing to work with PSA to help grow.
- Cost with as is now \$17.72 per hour/ \$20.00 per hour special event \$187,052.32 yearly.
- Will work with PSA to reduce costs.
- If we cut daily patrol five hours per day, cost will reduce to \$154,801.92.
- Will forward weekly/monthly reports.
- New contract will have no price increase through 2023.

Marshall Security & Investigations (MSI)

- Family owned and operated.
- Jeff Nesbitt Owner.
- Five years in operation.
- Veteran highly trained in police work.
- Worked for Steve Hines and knows a little about the Resort.
- Has reporting capability.
- Will attempt to maintain gate software.
- Does not know the current system.
- MSI will increase cost as we grow or need new technology.
- Wants yearly increases.
- Will work to grow/want increase.
- Cost per hour \$16.50/ Holiday \$25.00 Per hour yearly cost \$177,652.50
- MSI is flexible to a point on costs.
- Reduced yearly cot 1 officer Yearly \$144,540.00

- Will send weekly/monthly report.

Motion to eliminate the daily drive through only, at the yearly cost of \$30,000. Motion to approve by Mike Cox and seconded by James Bottorff. Passed by Unanimous vote.

Motion to continue a contract with Hines/Pro Security.

Motion by continue with Hines/Pro Security by Susan Slaven and seconded by John Mehrle. Passed by unanimous vote.

Motion to adjourn by Mike Cox and seconded by Rick Charles

Next Quarterly Meeting Scheduled January 16th 2021 at 9AM

Minutes by Secretary Susan Slaven