



**BOARD OF DIRECTORS SPECIAL BOARD MEETING MINUTES  
BONITA NATIONAL GOLF CLUB, INC.**

**Place of meeting:** Bonita National Clubhouse  
17501 Bonita National Blvd  
Bonita Springs, Florida 34135

**Date of meeting:** October 21, 2024

**Time of meeting:** 9:00 a.m.

1. **Call to Order:** Rich Donatuti, President on October 21, 2024 at 9:05 a.m.
2. **Certification of Quorum:** Robert Jackson, Secretary
3. **Proof of Notice:** S. Coulls, GM, Troon Management

**Attendees:** R. Donatuti, President  
P. Hanson, Vice President  
R. Jackson, Secretary  
N. Oliver, Treasurer (Via Telephone)  
D. Jimenez, Director  
R. Winter, Director  
T. Casey, Director  
S. Coulls, GM, Troon Management  
J. Ellis, Course Superintendent  
J.P. Shepherd, Head Golf Professional

4. **New Business:**

A. **Budget Workshop**

Simon Coulls, Robin Woods, their staff, and the entire Finance Committee have devoted a great deal of time and effort to gathering pertinent financial information, analyzing all relevant factors, making fact-based educated assumptions regarding the various revenue and expense centers that impact the budget, and have arrived at a

proposed budget for 2025 to present to the Board. Simon led the discussion, beginning with how the draft 2025 budget was prepared involving the Course Superintendent, Troon Regional Agronomist, Head Golf Professional, Troon Regional Merchandiser, Property Controller, and the General Manager, who met several times to create applicable assumptions, goals, and fine tune a potential budget. Revenues, payroll and expense assumptions included an analysis of historical records and trends; staffing guides were adjusted as needed using 2024 lessons learned, historical information, and relevant information from the Beekman Report; and expenses were adjusted based on projections from vendors, the Beekman Report, and estimated cost increases.

The proposed 2025 budget highlights are as follows:

- The annual assessment will remain unchanged at \$2,765 per door.
- The required Capital Reserve Assessment will increase to \$860 per door, from \$750 (about 15%), in accordance with the latest Capital Reserve Study as set forth last year.
- The practice putting green and driving range projects will take place and be funded through capital reserves.
- The member cart fee will increase to \$27.50 (before taxes) from \$25, including due to the analysis compiled by J.P. Shepherd of the cart fees charged by dozens of area golf communities.
- The cart fee for transfer members, from January – April, will increase from \$100 to \$125 (before taxes); and the cart fee for social members, from May – October, will increase from \$50 to \$65 (plus taxes).
- The bag storage fee will increase from \$150 per year to \$175 per year.
- The budgeted rounds for 2025 will be 52,553 (the rounds for 2024 are estimated to be 51,225).
- The Resale Capital Reserve Contribution will remain at \$4,000, and the golf transfer fee will remain at \$500.
- Golf anticipates that it will be assessed an additional \$33,000 through the Cost Sharing Agreement with the HOA. That amount has not yet been finalized.
- The estimated 2024 operating surplus of approximately \$250,000 - \$275,000 will be rolled over to the operating budget for 2025.
- The transition to ACH will result in a savings of about \$120,000 to Golf in 2025 (over 2024).

There was a great deal of constructive discussion about the foregoing items, as well as many other aspects of the draft 2025 budget. A number of areas remain in flux and all of the foregoing is subject to adjustment in the coming weeks before a budget is presented to the membership at the November 13, 2024 meeting of the Board, at which time the Board will decide whether to approve that budget.

**R. Winter left the meeting due to previous commitments.**

**Adjournment: R. Jackson made a motion to adjourn; seconded by T. Casey. The motion passed unanimously, 6-0, at 11:58 a.m.**

*Approved 11/19/2024  
Robert Jackson, Secretary*