



**BOARD OF DIRECTORS REGULAR 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 22, 2024

**Time of meeting:** 4:00 p.m.

1. **Call to Order:** R. Donatuti, President on October 22, 2024 at 4:02 p.m.
2. **Certification of Quorum:** R. 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)  
R. Winter, Director  
D. Jimenez, Director  
T. Casey, Director  
S. Coulls, GM, Troon Management  
W. Weber-Brunson, Troon Management  
J.P. Shepherd, Head Golf Professional  
J. Ellis, Course Superintendent

4. **Approval of Meeting Minutes.**
  - R. Jackson moved to approve the minutes of the September 24, 2024 Regular Board Meeting. The motion was seconded by P. Hanson and passed unanimously.
  - R. Jackson moved to approve the minutes of the September 24, 2024 Special Round Table Board Meeting. The motion was seconded by P. Hanson and passed unanimously.

- R. Jackson moved to approve the minutes of the October 3, 2024 Executive Session Closed Board Meeting. The motion was seconded by P. Hanson and passed unanimously.

5. President's Report.

R. Donatuti stated that all of the course renovations for 2024 have been completed, including the short game practice area and the tee boxes on Hole #6. If the membership approves the upcoming vote, we will begin work on the expansion of the practice putting green and re-grassing the driving range on May 1, 2025. We will have a Special Meeting next week to discuss and hopefully approve the necessary motions to move forward with a member vote. The Men's Member-Guest tournament will be taking place this week and R. Donatuti thanked all of the members and staff who worked so hard to prepare for this event. The littorals on Hole #13 have now been cut back and Hole #13 looks great.

R. Jackson thanked all of the members who have been here, or visited, during all of the construction activity in 2024, as there were many disruptions and inconveniences.

6. Treasurer's Report.

N. Oliver reported that, for September 2024, rounds were down to budget again and about 2,300 rounds YTD. The Finance Committee and Troon have been working diligently on preparing a detailed budget for 2025 and much progress has been made, and there is still some work to be done including as to the capital budget. R. Pacheco, Vice Chair of the Finance Committee, stated that the net operating profit, YTD, is about \$227,000, and he thanked Simon Coulls, Robin Woods, J.P. Shepherd, J. Ellis and the other Troon staff members who have assisted in arriving at a budget for 2025.

Norm Oliver reported that J. Ellis recommends that BNGC purchase a used approach mower at cost of about \$35,000 and the Greens Committee unanimously approved doing so.

The audit report, in draft form, has arrived from BNGC's auditors and it will be discussed with the accountants and finalized in the next two weeks.

7. Standing Committee Reports:

Communications Committee: No Report.

Golf Operations Committee: P. Hanson stated that the Ladies Golf Association already has 121 members with a goal of reaching 200, and their kick-off party will be on November 4. The Handicap Subcommittee headed by Chris Trout reports a 95% score posting rate. Dave Szymanski has been working diligently to finalize the details of all

tournaments, including the food and beverage components and flyers. Danny Fisher has led the Men's Member-Guest Subcommittee, and it has devoted a great deal of time and effort to make this event top-notch. The schedule for the Men's Day Events through the season has been finalized and will be circulated to the members soon. The Interclub matches have been scheduled and will also be circulated soon.

Governance/Compliance: D. Jimenez stated that the Committee has received feedback from Board members and other members and it will be meeting with legal counsel to discuss the changes proposed to the Declarations and ByLaws. The Committee anticipates that there will be Town Hall meetings in November and December, followed by a vote of the membership. D. Jimenez thanked Jaime Fisher for all of her hard work on this project.

Greens Committee: R. Winter stated that the course is well conditioned and very playable. He heard from a visitor that the course flows incredibly well in a natural way. The approach mower we will be purchasing will groom the approaches to the greens to make them even more playable, and that piece of equipment could arrive within 30 days. R. Winter encouraged all golfers to continue to fix their divots, repair ball marks on the greens, and park the golf carts near the backs of the hole to increase the pace of play. The Greens Committee continues to analyze the pace of play and ways in which it can be improved.

8. Old Business:

A. Motion – Approve Gordon Lewis Contract 1. This motion was withdrawn.

9. New Business:

A. Approve Gordon Lewis Contract 2.

R. Donatuti made a motion to approve a contract with Gordon Lewis to pay him approximately \$14,000 for design work for the expansion and re-design of the practice putting green area and short game practice area. D. Jimenez seconded the motion. B. Pacheco stated that this will be a capital expense. The motion passed unanimously.

The Board discussed that it will be holding a meeting next week to discuss the use of Capital Reserve funds for the expansion of the practice putting green and re-grassing of the driving range, and a potential land transaction with the HOA of the western portion of the putting green in exchange for the Events Space and the conditions of any such transaction and the requirement for approval thereof by a member vote.

B. 2025 Budget.

A great deal of time and effort has been devoted to arriving at a good budget for 2025 and some additional work needs to be accomplished. There will be a meeting on November 13, 2024 to present and hopefully approve the budget for 2025.

C. KPI.

R. Jackson stated that he, T. Casey and R. Pacheco were asked to analyze and propose the factors that would determine the amount that BNGC would be required to pay Troon as the Incentive Management Fee set forth in the contract with Troon. The maximum amount of the fee for 2024 is \$22,084. After meetings and discussions with Troon, R. Jackson, T. Casey, and R. Pacheco propose the following Key Performance Indicators (KPIs) be used for 2024 and subsequent years:

- Achieve a satisfaction rating of 72% or greater for Member Overall Satisfaction (Club IQ) – 10%
- Achieve a Member NPS of 22 or better in the annual Player’s First Survey – 20%. For 2025 and beyond, the NPS target will increase 5 points above the actual score for the prior year.
- Achieve a rating of 80% or better for member overall satisfaction with Golf Operations, as reflected in Club IQ as of February 15, 2025 – 20%.
- Achieve a rating of 80% or better for member overall satisfaction with Golf Facilities, as reflected in Club IQ as of February 15, 2025 – 20%.
- Achieve a satisfaction rating of 80% or better for golf members’ food and beverage experience in golf events through December, 2024 – 10%.
- Achieve a score of 87% or better for associate satisfaction of management, as reflected in the Unifocus Survey – 10%.
- Achieve a score of 87% or better for associate satisfaction with the club, as reflected in the Unifocus Survey – 10%.

10. Management Report.

General Manager S. Coulls thanked all of the members of the Board and the Committees for all of their hard work. He believes that a really good budget will be forthcoming. He thanked J. Ellis and his staff for all of their hard work in getting the course in such great condition, and he stated that the improvement made to the course in 2024 are fantastic and will be a great benefit to the golf experience of the members and we should all be proud of our great golf course.

The Club IQ survey results are trending in a positive direction and he appreciates the feedback from our members on a daily basis.

He concluded by stating that the Troon management and staff are ready for the season.

R. Jackson asked about the implementation of ACH for member payments, because the draft budget for 2025 anticipates a savings of over \$100,000 by the transition to ACH. R. Donatuti stated that in early November members will receive notification as to how to sign up for ACH.

11. Golf Member Comments. There were no additional golf member comments.

12. Member Online Questions. There were no online questions.

Adjournment: P. Hanson made a motion to adjourn; seconded by R. Donatuti. The motion passed unanimously at 5:04 p.m.

Approved 11/19/2024  
Robert Jansen, Secretary