



**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: November 19, 2024

Time of meeting: 4:00 p.m.

1. **Call to Order:** R. Donatuti, President on November 19, 2024 at 4:00 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
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 October 21, 2024 Special Board Meeting. The motion was seconded by P. Hanson and passed unanimously.
 - R. Jackson moved to approve the minutes of the October 22, 2024 Regular Board Meeting. The motion was seconded by P. Hanson and passed unanimously.

- R. Jackson moved to approve the minutes of the October 30, 2024 Special Board Meeting. The motion was seconded by P. Hanson and passed unanimously.
- R. Jackson moved to approve the minutes of the November 12, 2024 Special Board Meeting. The motion was seconded by P. Hanson. T. Casey abstained as he was not present at that meeting. The motion passed 6-0, with Directors Donatuti, Hanson, Jackson, Oliver, Winter, and Jimenez voting in favor.
- R. Jackson moved to approve the minutes of the November 13, 2024 Special Board Meeting. The motion was seconded by N. Oliver. P. Hanson abstained as she was not present at that meeting. The motion passed 6-0, with Directors Donatuti, Jackson, Oliver, Casey, Winter, and Jimenez voting in favor.

5. President's Report:

R. Donatuti stated that voting is on-going regarding the two proposals approved by the Golf Board, and he encouraged those who have not voted to do so, with the deadline being November 25, 2024 at 3:00 p.m.

6. Treasurer's Report:

N. Oliver stated that the Finance Committee just received the financial report from Troon on November 15 (as required) and will not meet until November 20 to discuss it. Preliminarily, though, rounds are still trending down, mainly due to the poor weather in the first half of October, and rounds are down about 3,000 YTD. Bob Pacheco stated that our rounds are over budget in November by about 525, however.

7. Standing Committee Reports:

Greens Committee: R. Winter encouraged those who have not yet voted on the pending proposals to do so. He stated that we have received very positive feedback from the men and women who recently played in the member-member events, including regarding the condition of the golf course and the F&B offerings. He encouraged all members to fix any divots or ball marks they make or see. Instructional videos will be forthcoming from J.P. and Jason Ellis.

The upcoming meeting dates of this Committee are: December 10, January 14, February 11, and March 11 – all at 10:30 a.m.

Golf Operations Committee: P. Hanson stated that the Veterans' Day events were very successful and thanked Danny Fisher and all of our staff for their hard work on those events. Danny Fisher similarly thanked all of the Troon staff and BNGC members for supporting our veterans – the golf event raised about \$3,000 for American Legion Post 303 in Bonita Springs. He gave a special shout out to Dave Long for his rendition of the National Anthem.

D. Fisher stated that we had a very successful Men's Member-Guest event, and we have received nothing but very favorable comments about the event. He gave a special shout out to J.P., Jason and his grounds crew, Simon, the F&B Department, and all who worked to make the event a great success.

P. Hanson stated that the results of the survey of the Men's Member-Guest participants will be forthcoming. There has been good participation in the men's and ladies' leagues. The GOC was asked to examine whether Chelsea points should be reset on January 1. The Committee believes it is not necessary to do so, because the Board has decided to use a 5/9 reset system rather than the 30-day reset system the GOC previously recommended (which the Board rejected). P. Hanson stated that the next Divots and Drinks event will be held on November 21. The Pro Shop has a lot of great merchandise available for holiday gift-giving. There will be a Can-Am Event on December 14, which is a match play competition between Americans and Canadians. Sign up on Chelsea.

The upcoming meetings of the GOC will be on December 10, January 14, February 11, and March 11 – all at 3:00 p.m.

Governance/Compliance: D. Jimenez thanked Jamie Fisher and Annette Bellissimo as well as Simon and Wendy for their assistance with the proposed revisions to the Declarations and ByLaws. By November 25, the Committee will provide to all Board Members the revised proposed revisions; there will be a Special Meeting of the Board on December 9 to review and hopefully approve them. The members will then be asked to approve the proposed revisions and the results of that vote will be announced in January. D. Jimenez encouraged all Board Members to provide to Simon the information required by the Corporate Transparency Act to avoid fines.

This Committee will meet on November 26, December 3, and December 10 – all at 2:00 p.m. No additional meetings are currently scheduled.

Communications Committee: No Report. There are no scheduled meetings of this Committee.

Finance Committee: No additional report. This Committee will be meeting on December 18, January 22, February 19, and March 19 – all at 4:00 p.m.

8. Old Business: None.

9. New Business:

A. New Golf Board Meeting Dates.

Simon Coulls stated that the meeting dates and times of the Board have changed because the Clubhouse is now open on Tuesdays. The upcoming dates are as follows:

- November 25 at 3:30 p.m. – Special Meeting to reveal the results of the member vote on the two golf proposals. This is a joint meeting with the HOA.
- December 9 at 9:00 a.m. This is a Special Meeting to discuss the proposed revisions to the BNGC Declarations and ByLaws.
- December 20 at 4:00 p.m. in the Aerobics Room. This is a Regular Meeting.
- January 27, 2025 at 9:00 a.m. This is a Regular Meeting.
- February 24, 2025 at 9:00 a.m. This is a Regular Meeting.
- March 25, 2025 at 3:00 p.m. This is a Regular Meeting.
- March 25, 2025 at 4:00 p.m. This is the Annual Meeting.

Tom Casey stated that he has a conflict and cannot attend a Board meeting on the revised meeting dates of November 25 and December 9, and this makes four times that Board meetings have been scheduled without asking all Board members for their availability.

B. Reserve Study.

R. Donatuti stated the Board is having a new Capital Reserve Study prepared, including to obtain updated cost information and in an effort to not have resale capital contributions and interest on capital reserve funds taxed. Avoiding taxation of those amounts could save BNGC \$100,000 or more each year.

C. Motion – Revised Governance Policy.

Donna Jimenez moved to amend the BNGC Governance Policy, including to conform to the recent changes in the Florida Statutes. For example, the maximum amount of fines has been increased to \$500 per violation and \$500 per day for continuing violations, up to a maximum of \$5,000. R. Jackson asked if the subject member will be advised before the Board considers imposing any discipline on that member, and D. Jimenez confirmed that is the case.

The motion was seconded by P. Hanson and passed unanimously.

D. Approval of 2025 Golf Budget.

Bob Pacheco led the discussion regarding the proposed 2025 budget. He stated that it was a collaborative effort among the Finance Committee members (himself, Rich Guardino, Jeremy Kravet, Jim Gibbons and Phil Mosier), Troon personnel (including Robin, Simon, J.P., and Jason), and the Board. There were two Budget Workshops with the membership and the Board, and many Finance Committee

meetings. The end result of this process is a fair and reasonable budget being presented to the Board and membership for approval.

The full presentation made by Mr. Pacheco will be posted on the BNGC website for membership review. Some of the highlights are as follows:

- The annual assessment will remain unchanged at \$2,765 per door.
- The Capital Reserve Assessment will increase about 15% from \$750 to \$860 per door, which is the annual increase recommended in the Capital Reserve Study.
- The resale capital contribution will remain at \$4,000 when a unit is sold.
- The transfer fee will remain at \$500.
- The golf bag storage fee will increase from \$150 to \$175 per year.
- The cart fees for members and non-members increased, including the member 18-hole cart fee increasing from \$25 to \$27.50 (which is still less than the average member cart fees in the area) and the transfer member 18-hole rate increasing in season from \$100 to \$125.
- The transition to ACH will save the Golf Club about \$120,000 over the 2024 credit card fees.
- Payroll, fertilizer, fuel, equipment lease, and insurance costs have increased a substantial amount.
- About \$40,000 in taxes will be incurred for 2024 because not all of the 2023 Excess Member Income was spent on operating expenses in 2024.
- The Board recommends rolling over the estimated 2024 surplus (after tax) of \$236,323 to the operating budget for 2025, thus avoiding a higher annual assessment or special assessment. This will require approval by a membership vote.
- The projected amount of capital reserves remaining at the end of 2025, assuming that all proposed capital projects are approved and completed in 2025, will be approximately \$4,037,962, which far exceeds the \$3,383,582 projected balance per the current Capital Reserve Study.
- The budgeted number of rounds is 52,553, which is above the current forecasted 2024 actual rounds of 51,671 yet far below the 55,573 rounds budgeted for 2024.

Bob Pacheco stated that the Golf Club, after consultation with our accountants, is taking all steps necessary to make the resale capital contributions and interest on capital reserve funds non-taxable, which could save BNGC over \$100,000 in tax each year. The Board encouraged the Finance Committee and Troon to do so for 2025 and subsequent years.

R. Jackson thanked the Finance Committee, Simon, Robin, J.P., and Jason and their staff for all of the work that went into this budget, which is a fair budget

as a result of many reasonable compromises. He highlighted that the conversion to ACH together with the 2024 surplus will allow us to not increase the annual assessment for 2025. However, our membership should understand that payroll and other costs will continue to increase and we should expect assessment increases in the years to come.

N. Oliver made a motion to approve the 2025 proposed budget. The motion was seconded by D. Jimenez and passed unanimously.

The membership will now be asked to approve the rollover of the 2024 surplus into the 2025 budget.

10. Management Report:

General Manager S. Coulls thanked all of the members of the Finance Committee and the Board for their time and effort. This is a really good budget.

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

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

13. Adjournment: R. Donatuti made a motion to adjourn; seconded by D. Jimenez. The motion passed unanimously at 5:48 p.m.

Approved December 20, 2024
Rebut Jackson, Secretary