



Bonita National Golf Club, Inc.
Board of Directors Regular Meeting
January 16, 2023 at 4 PM
At the Bonita National Clubhouse
17671 Bonita National Blvd
Bonita Springs, FL 34135

1. Call to Order, Establish Quorum, and Proof of Service:

President Sue Yedlin called the meeting to order at 4:00 pm. A quorum was established. Directors present were: Sue Yedlin, Peggy Hanson, Mark Klosterman, Bob Jackson, Jim Zyskowski, Tom Casey and Bob Townsend. General Manager Peter Serena confirmed that the agenda was posted in the clubhouse in accordance with Florida Statutes.

2. Approval of Meeting Minutes:

(A) Director Jim Zyskowski made a motion, 2nd by Tom Casey, to approve the December 19, 2022 BNGC Board Meeting Minutes. With All in Favor the Motion Passed.

3. President's Report: President Sue Yedlin reported that: (A) there have been a large number of same day cancellations resulting in a large number of Members unnecessarily being left on the overflow list; (B) Members are required to check in at the Pro Shop prior to practicing and/or playing golf; (C) The Welcome Back event was very successful; (D) The President's Cup began on January 11th, and the Chinese New Year event is scheduled for Jan. 19th.

The 2023 Golf Annual Meeting/Election Timeline was reviewed.

4. Treasurer's Report: Director Mark Klosterman reported on the December 2022 and YTD results. See attached Exhibit A.

5. Standing Committees Reports:

(A) **Golf Operations Committee:** Director Tom Casey stated that: (1) the Handicap Committee encountered a systems issue and sent out some erroneous notices; the issue has not been resolved, but they are preparing to switch to Cap Patrol and notices will then resume; (2) Men's League will switch to straight tee times starting at 8am; participation has been diminishing; (3) the new score cards will reflect the rated yardages and added tee boxes.

(B) Finance Committee: Director Mark Klosterman reported that: (1) they are looking at investing our capital reserve and operating income in treasury bills of various lengths; and (2) at the end of January the audit for 2022 will begin.

(C) Strategic Planning Committee: Director Mark Klosterman reported that: (1) Gordon Lewis, the original course designer, will be here in February to provide a review and Ron Despain will do the same in the spring; and (2) our capital reserve study will be done in 2023.

(D) Greens Committee: Director Bob Townsend stated that: (1) the committee is considering placing placards on the golf carts to remind Members to observe the 90 degree rule, to fix divots on the course and to provide instructions on how to properly repair such divots; (2) there have been no complaints regarding the red buoys; (3) there still is no timetable for repair or replacement of the medium target; (4) the bulk head repairs will take place in February at the earliest; (5) the drain pipes that are visible in the ponds will be cut down during the off season; (6) replacement of the damaged signage on the course is under consideration; (7) Members are encouraged to observe the proper method of fixing repairs on the driving range; and (8) consideration is being given to using the driving range mats an additional day each week depending on the condition of the range.

6. Old Business:

Quality of Tournaments Survey: General Manager Peter Serena reviewed the results of the survey concerning Member satisfaction with tournaments. He noted that the survey was sent to 1,539 Members, 1, 275 opened the survey and 162 completed it. Results will be posted.

7 New Business:

(A) No Show Cancellation Policy Amendment: Director Tom Casey made a motion, 2nd by Mark Klosterman, to add the following to the policy: “In addition to the respective Chelsea point allocations, a member/guest/tenant will be charged the corresponding cart/green fee if the tee time is not cancelled by 5:00 pm on the day prior. Any event cancellation after the registration deadline is subject to paying the entire entry fee.” With all in favor the Motion Passed.

(B) Capital Reserve and Operating Fund Investment Policy: Director Mark Klosterman made a motion, 2nd by Jim Zyskowski, “To protect and insure the safety of the capital reserve funds of the Bonita National Golf Club Inc. (the Association) and to protect those volunteers who participate in the investment process. To further provide guidance to those who offer investment services to the Association, including brokers/dealers, banks, consultants, savings institutions, and custodians.” With all in favor the Motion Passed.

(C) Committee Composition and Roles Policy: Director Jim Zyskowski made a motion, 2nd by Bob Jackson, to approve the changes to the Committee Composition and

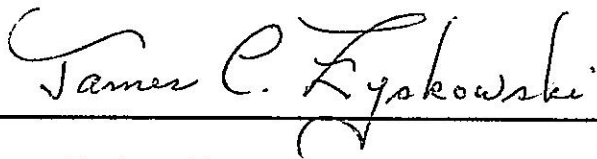
Roles policy as provided to the Board on January 9, 2023. **The motion failed 4 to 3** with Directors Jim Zyskowski, Bob Jackson and Bob Townsend voting in favor of the motion.

8. **Staff Reports:** General Manager Peter Serena reported that: (1) the golf assessments are due at the end of the week; (2) the contract with Cap Patrol has been signed and our two month trial period will begin with the initial login starting tomorrow. JP will then meet with the Golf Handicap Committee to review the process; (3) the Finance Committee confirmed that funds for the new ice machine on hole # 13 are available; (4) the annual Troon members survey will be sent shortly and will run for two weeks; (5) a number of improvements requested by Members have been implemented in 2022 including adding nets on the driving range, painting the restrooms, improving the available merchandise in the pro shop etc.; and (6) the shadow box in the men's locker room is missing. Any information helping to locate it will be appreciated.

8. **Member Questions and Concerns:** The Board heard and responded to a number of Member questions and concerns.

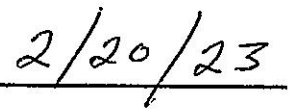
9. **Adjournment:**

There being no other business, President Sue Yedlin adjourned the meeting at 5.08 pm.



James Zyskowski,

BNGC Secretary



Date

February 10-16-23

Bonita National Golf Club, Inc.

Troon Privé - FORE
DECEMBER 2022



December 2022 Highlights Budget, Dec-21 YTD 2022 Budget, YTD 2021

	Dec-22	Budget	Dec-21	YTD 2022	Budget	YTD 2021
Total Golf Rounds	4,384	4,535	53,838	54,096		
Revenue Summary:						
Dues	172,478	172,478	138,921	2,069,740	2,069,740	1,667,050
Golf Ops	141,851	138,305	143,288	1,810,601	1,829,926	1,843,879
Merchandise	39,972	22,675	23,393	258,581	234,090	214,567
Food & Beverage						
Other Member Income	8,441	2,830	8,091	110,367	70,960	82,497
Total Revenues	\$ 362,742	\$ 336,288	\$ 313,692	\$ 4,249,290	\$ 4,204,716	\$ 3,807,993
Total Gross Operating Expenses	270,261	293,843	248,554	3,064,414	3,289,196	2,816,544
Payroll expenses including benefits and related expenses	122,183	187,579	128,581	1,468,227	1,776,091	1,367,017
PAYROLL	107,168.06	157,411.99	109,910.99	1,280,594.89	1,474,861.52	1,124,727.03
EMPLOYEE BENEFITS	13,787.98	29,997.40	18,670.38	183,666.46	299,069.56	224,549.96
EMPLOYEE RELATED	1,227.18	20,000	6,205.79	2,160.00	2,160.00	1,740.45
Gross Operating Profit	\$ 92,481	\$ 42,445	\$ 65,138	\$ 1,184,876	\$ 915,521	\$ 991,449
GOP %	25.5%	12.6%	20.8%	27.9%	21.8%	26.0%
Net Operating Income	\$ 49,226	\$ (26,556)	\$ 582	\$ 618,555	\$ 279,514	\$ 500,968
Net Income/(Loss)	\$ 35,189	\$ (49,749)	\$ (126,800)	\$ 397,651	\$ (1)	\$ 205,297