



Bonita National Golf Club, Inc.
Board of Directors Regular Meeting
February 20, 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 Bob Jackson, to approve the January 16, 2023 BNGC Board Meeting Minutes. With All in Favor the Motion Passed.

3. President's Report: President Sue Yedlin reported that: (A) Chris Trout was going to record the meeting; (B) We have had a great start to the year with 7200 golfers on the course, 723 more than for January, 2022; (C) Since season began we have had some very exciting and successful events and JP Shepard and staff have done a great job both with the events and backfilling the tee sheets thereby giving more Members an opportunity to play; (D) Evening golfers were reminded to check-in to the golf shop before beginning play; and (E) Jason and staff were commended for maintaining the course quite well given the amount of play and weather conditions experienced, and Members were reminded to fill their divots.

Members were encouraged to Vote in the Board elections and to be involved by volunteering for committee service.

4. Treasurer's Report: Director Mark Klosterman reported on the January, 2023 and YTD results. He noted that rounds for January, 2023 exceeded budget by 160 and YTD exceeded 2022 by 557 with 723 more Members playing in January, 2023. Operating expenses were favorable to budget as were Gross Operating Profit, Net Operating Income and Net Income. Merchandise sales were up \$5,343.00 vs 2022. Other Member Income is principally transfer fees. See attached Exhibit A 2-20-23.

5. Standing Committees Reports:

(A) **Golf Operations Committee:** Director Tom Casey stated that: (1) the Chinese Invitational had 74 participants vs 90 in 2022; (3) the Men's Invitational had 118 participants vs 115 in 2022; (4) for January, 2023 Ladies League averaged 73 participants for 18 holes and 29 for 9 holes. Men's League averaged 60. The Member waitlist was 721 vs 1611 in 2022. (5) there were 222 no shows in January; (6) there were two club fitting days in January (6 Titleist and 14 Calloway) resulting in 15 purchases; (7) 330 notices to post were sent to Members and 88 Members received a second reminder notice. However, we had an 85% score posting rate, the highest in four years.

(B) **Finance Committee:** Director Mark Klosterman reported that: (1) the 2022 audit is moving forward; (2) the refund checks are scheduled to go out at the end of February; (3) the Finance Committee (Rich Donatuti, Jim Gibbons, Stephen Keelty and Jerry Murphy) along with Robin Woods have done a great job managing our funds and investments; and (4) we currently have 23 delinquent members all of whom have been notified and one whose renter's golf privileges were suspended pending payment.

(C) **Greens Committee:** Director Bob Jackson stated that: (1) Jason reported that we have had 10,000 rounds already this season, and that the yellow spots noted on the course should start to green up relatively shortly; (2) we will probably go to three days a week on the mats to allow the driving range to recover; (3) many sprinkler heads have been replaced with the remainder scheduled for the off season; (4) the red stake on hole # 8 designates an environmental area prohibiting golfers from entering; (5) during the summer, vegetation will be installed on holes 4, 7 and 16 to identify where the ponds begin; (6) additional buoys have been ordered and along with the second (medium) platform are scheduled to be in place by March 14th; (7) as yet there isn't a time table for repair of the bulk head, but it isn't eroding further; and (8) the plan to have Gordon Lewis and other course designers review the design and condition of our course is moving forward.

(D) **Communications Committee:** Director Peggy Hanson reported that they are currently working on the next Tee 2 Green newsletter and getting the strategic plan on the website.

(E) **Legal/Governance Committee:** Director Jim Zyskowski reported that the Governance Committee met on February 13, 2023 to review a complaint filed against a Board member. In addition to the four committee members, he, General Manager Peter Serena and Peggy Hanson attended in person and President Sue Yedlin attended by phone. Copies of the complaint and response were provided to the committee. One committee member who was present and witnessed the alleged event provided his account. The call with Sue Yedlin was terminated and all but the four committee members left the room to allow deliberation without undue influence. After a short time he was requested to reenter and hear the determination. Director Peggy Hanson also reentered. The committee reported that they found the complaint "baseless" (their word) and that the finding was **unanimous**.

6. New Business:

(A) **Strategic Initiatives:** President Sue Yedlin reviewed the strategic plan list of priorities and the progress to date. It was noted that: (1) regarding priority # 7, installation of an awning over the bag drop, Member approval would be required since the expenditure (approx. \$25,000)

would exceed the limit of the allowance provided in the Bylaws. Currently \$90,000.00 of the \$100,000.00 limit has been expended for the irrigation upgrade. Additionally, HOA Board approval would be required; (2) in October, the plan is to remove the coquina path fronting #4, and 16 and replace it with grass and cut a path over on the right immediately in front of the green tees. This will allow the cart path to be followed on cart path only days for the entire length of each hole; (3) the Finance Committee has implemented the investment initiative for the reserve funds which must be kept separate from operating funds. These funds have principally been invested in Treasury notes with staggered terms.

(B) Cap Patrol: Head Pro JP Shepherd reported that Cap Patrol, the new handicap monitoring system, is in the process of being implemented. Once in place, notification of a failure to post will be sent 48 hours after the date of play.

(C) Overflow Process: Head Pro JP Shepherd reported that the number of Members on overflow has diminished due to the backfilling policy, and the fact that Members are becoming more familiar with Chelsea and better understand how it works. Members were reminded that Chelsea looks at requests five days in advance and considers the average number of points for the group (1 to 4 players) when awarding tee times. The overflow list is ranked beginning with the remaining group having the lowest average points. Backfilling begins with that group provided the Pro Shop is informed of the opening. Members are encouraged to advise the Pro Shop when cancelling a tee time rather than doing so themselves. JP answered questions from Members and the Board.

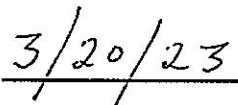
7. **Staff Reports:** General Manager Peter Serena reported that: (1) a Chelsea tutorial is available for all Members on the web site; (2) repair of the mid-sized island was accomplished by on-site staff at a significant savings from outside quotes; (3) the call for golf committee volunteers will follow that regarding the HOA since Golf's director election is later. Peter also reviewed several pictures from recent events, including the 2023 Welcome back Tournament and the Men's and Ladies Invitational and showed some of the new merchandise available in the Pro Shop.
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, a motion was made by President Sue Yedlin, 2nd by Jim Zyskowski, to adjourn the meeting at 5:14 pm. With All in Favor the Motion Passed.



James Zyskowski,

BNGC Secretary



Date

EXHIBIT A



Bonita National Golf Club, Inc.

Troon Privé - FORE
JANUARY 2022



	Jan-23	Budget	Jan-22	YTD 2023	Budget	YTD 2022
Total Golf Rounds	7,248	7,088	6,691	7,248	7,088	6,691
Revenue Summary:						
Dues	188,644	188,627	172,478	188,644	188,627	172,478
Golf Ops	282,788	272,550	223,769	282,788	272,550	223,769
Merchandise	24,347	24,165	19,004	24,347	24,165	19,004
Other Member Income	44,590	44,430	42,648	44,590	44,430	42,648
Total Revenues	\$ 540,368	\$ 529,772	\$ 457,899	\$ 540,368	\$ 529,772	\$ 457,899
Total Gross Operating Expenses	289,201	318,518	254,577	289,201	318,518	254,577
Payroll expenses including benefits and related expenses	148,750	159,929	122,630	148,750	159,929	122,630
Gross Operating Profit	\$ 251,167	\$ 211,254	\$ 203,322	\$ 251,167	\$ 211,254	\$ 203,322
GOP %	46.5%	39.9%	44.4%	46.5%	39.9%	44.4%
Net Operating Income	\$ 203,611	\$ 160,785	\$ 158,845	\$ 203,611	\$ 160,785	\$ 158,845
Net Income/(Loss)	\$ 237,568	\$ 147,952	\$ 143,036	\$ 237,568	\$ 147,952	\$ 143,036