

## Gallatin Valley Golf Association

### Headwaters Golf Course

December 14, 2017

**Board Members Present:** President Scott Pitcher, Vice President Jeff Strickland, Treasurer Shawn Long, Bruce Felz, Jon Kamps, and Secretary Crystal Turner. Jason Combs would arrive later.

**Others Present:** Mable Deane, Dave Tudor, Steve Strickland and John Champeny.

Scott Pitcher called the meeting to order at 6:07PM. He apologized for not having an agenda.

**Meeting minutes** for November had been emailed out for review after the last meeting. However, Crystal did not print copies for the meeting so no approval action was taken.

**Financial Report:** Shawn provided a brief financial report. He noted that Steve Strickland had done an excellent job with season pass sales by calling all current and former members. To date, there was a little more than \$16,000 in single/couple passes sold. Shawn read the bills to be paid, and those paid since the last meeting. There was discussion regarding brick engravings and whether or not the Board will entertain allowing people to reserve a specific brick. Crystal said that Carl Somers has requested his family names be on an empty brick on the back deck area. Bruce warned if we start this it will become a precedent. There was discussion regarding allowing a first-come, first-served to fill existing open spaces but that we would not reserve spaces on the newly constructed handicap walkway entrance. We do not know how the engraver will handle specific requests and that may cost more money when we have not sold each place for more if one were to be able to choose placement. Dave Tudor said there are three specific rules on fundraisers – and brick sales are designated for a specific project. Fundraising money for a project cannot be used to pay overhead or other operational expenses when sold to the public as the money being for something specific. There was discussion regarding designating block sales to a separate capital improvement fund. This money does not need to be kept in a separate checking or savings account, but does need to be tracked separately. He suggested depositing the monies received so far into the money market account for now and have Shawn keep a ledger of each brick sold, by who, the amount, the check #, etc. Shawn will start the ledger.

Crystal Turner moved to approve the bills and financials. Jon Kamps seconded the motion. Motion Passed Unanimously.

**Clubhouse Report:** Steve Strickland said he found a board with prices on it set just inside the Clubhouse and he wanted to know who had set it there. NO one knew, so there was discussion regarding who had keys to the clubhouse. He reported he has sold lots of passes. Scott Pitcher said Madison River would want six passes. There was discussion on a corporate rate pass. Steve suggested \$1600 for 6 passes to be used by a corporation, which runs about \$266/person. He said the loss of a pass sale by giving corporations this reduced rate would still generate revenue by those using the passes renting carts, using the driving range, buying beer/food and possibly other merchandise. He believed people from the corporations, or guests of the corporations, using the passes would see what a great place this is and then we may generate revenue on junior pass sales as their families come out, etc. He wants to utilize this opportunity to generate more cash to improve the course. He feels he can get more corporate participants. There was a lot of discussion regarding the minimum number of passes for a corporate rate, the cost (Jason Combs arrived at 6:56). Mable said she believed the cost was too low. John Champeny believed a corporate rate could be marketed at the regular discounted rate of a single pass, which is still a savings of \$560 overall if six passes are sold. Jason said agreed that the price was too low at \$266. He said that each corporation will be bringing guests, potential clients, etc.

and this is an expense to the business they would be able to utilize over again. The board agreed that the corporation will have to prove its existence with submitting a certificate from the Secretary of State or something proving their Federal Tax Identification Number. The corporate rate would be for the year (January – December) and could be used as many times as they like. This would not include cart rental or driving range access, which would be purchased separately. The board agreed that there must be a minimum of 4 passes sold. The board discussed that some people may try to use them with another group for the same corporation in the same day – it was agreed that the board did not care about this. If four people golf in the morning and hand the corporate pass off to four other people of the corporation in the parking lot that would be acceptable. Carts would still be required to be paid for the second group. Jason argued that we are here to serve the public, not the corporations, so we need to generate money for the public course. Shawn argued we are hurting for sales and this would help generate sales. Jason said we do not have to give a corporation the passes for less than they are worth though to generate those sales. Jon Kamps moved to adopt a Corporate Rate, which is a minimum of four passes at \$360.00 per pass; must provide proof of corporation; must be paid up front by the corporation and provide a corporate contact name/number; cards must be in hand to golf. Jeff Strickland seconded the motion. Motion Passed Unanimously. Crystal said she would document the corporate pass contract to include the language in the motion, much like we have single passes holders complete annually, and email it out to the board for final review before giving it to Steve to start selling corporate passes.

Crystal asked if there were set winter hours, noting that some people have contacted her asking when they could go to the course to get their passes. Steve said he would come in anytime if someone contacted him. It was agreed that during the winter, at least through this pass sale time, we would be open Monday-Friday from 10am to 2pm, unless it was golf-able weather then the course would just be open.

**Greens Committee:** Crystal informed the board and John Shampeny that the City has about 180-feet of tall chain link fencing if the course would like to have it for free. She said since the poles are already installed along the trail on Talc Road she thought it would be a good use of the fencing here. John said it is really difficult to rehang used chain link fencing. He would prefer to take this material.

John reported that he has just been working a little on equipment maintenance.

**GVGA Member Comments:** There were no GVGA member comments.

**Old Business:** Security cameras – tabled until next meeting.

**New Business:** There has been a claim filed with the Montana State Department of Labor & Industry for unpaid overtime hours the employee feels is owed. The board will finish regular items in this meeting, and close the public meeting to discuss personnel issues afterwards.

Crystal asked if anyone had drawn the Christmas Stroll gift basket give-away name yet. No one had – so the board drew a name, and Justin Forsberg won. Crystal will get ahold of Justin.

The **next meeting** will be on January 11, 2018 at 6PM at the clubhouse.

Motion to adjourn was made by Bruce Felz. Seconded by Jason Combs. Motion Passed Unanimously.