

BOARD OF DIRECTORS MEETING
THE MONARCH AT ROYAL HIGHLANDS, INC.
January 26, 2024

A meeting of the Board of Directors of the Monarch at Royal Highlands, Inc. was held at 8:00 a.m. in Mtg Rm A at the Rec Ctr. Those present: Vince Laverghetta, Esther Patterson, Steve Ryan, Wendell McDannel, Rick Mason, Terry Pollard, Bill Ortvals and Dean Woodle. Bonnie Rex was absent. Craig Shelton, Course Superintendent and Luis Colon, General Manager, were also in attendance. Dawn Catando, Restaurant Manager, was absent.

Vince Laverghetta called the meeting to order. The Minutes of the January 12, 2024 meeting were approved.

Course Superintendent – Craig Shelton

Recent Activity:

- Spiked greens
- Hand spiked and hand top-dressed weak areas on greens 7, 8, 12
- Sprayed greens twice. Once with fungicides and once with fertility and nutritionals.
- Finished trimming grass beds. Bed between tees and fairway on #12 was eliminated.
- Currently painting ball washer poles and waste receptacles. After these are finished, we will paint ball washers and yardage markers in fairways. Before we paint ball washers we need to drain, clean out, and then refill with fresh water.
- Leveled low plugs on greens.
- Reseeded ladies tee box on #13.
- New gate near restaurant on order; took old one down for safety reasons.

Next week:

- Need to top-dress all greens.
- Need to fertilize areas fairway spreader was unable to go.
- Need to spray the next application of herbicide for poa annua and goose on greens.
- Need to spray winter broad leaf weeds.

Note: 4500 rough mower needs major repairs. Approximate cost \$7,102.00

Parts consist of frame and deck parts. Height of cut adjustments are worn out. We can mow with it as it is but H.O.C will be easily knocked out of adjustment on bumpy terrain. Just letting everyone know so if you encounter any scalped areas, you know why. For example, what happened around 15 green this past summer. Have worked with operators to recognize problems and respond quicker.

Food and Beverage Manager – Dawn Catando (Absent)

General Manager – Luis Colon

- October 2023 P&L and BS finalized with new accounting company and provided to BOD members. November and December P&Ls and BSs will be completed in February with January

2024 P&L and BS. New accounting company is making progress after stepping in blind to help take over bookkeeping and accounting.

- New golf cart fleet is scheduled for delivery on February 7 depending on driver's arrival to our club.

Vice President – Steve Ryan

Financial Advisory Committee:

Monarch Golf Board of Directors:

Bonnie Rex, Chair

Steve Ryan, Secretary

Monarch Golf Equity Members:

Bob Keating, Craig Simpson, Ralph Acquaro, Adam Talarek

The Committee met on January 16:

- Reviewed the charter of the Finance Advisory Committee (FAC) for any changes for final approval at the next Monarch BOD meeting.
- The number one priority was determined to be to develop a strategy for long term financing with priority number two being upgrades in monthly review processes.
- Discussed change in banking partnerships during the past year; the need for guarantors on financing most anything that has to do with "golf".
- Will review the Planned Urban Development (PUD) document. PUD would help to describe the type of property we have and possibly help to value the property.
- Will review the loan agreement from 2017 containing the appraisal and name of company preparing appraisal.

Next meeting scheduled for January 30, 2024.

Secretary – Esther Patterson (Nothing to report)

Membership – Bill Ortvals

- All membership flyers are in process of being updated and will be available for posting to the website.
- Met with Brenda Flagg and daughter (realtors) to discuss their sales/marketing plans for Royal Highlands. They expressed concerns about the negative comments in Facebook and how this impacts our community sales. They also mentioned that the RH Board was considering 6 months of HOA fees up front on all sales. Bill will review this with one of our equity members who is on the RH Board. The Flagg Team are continuing to promote our community to all perspective buyers.

Building and Grounds – Wendell McDannel

- Needed repairs/replacement to gates between back of kitchen & cart barn are in process.
- Requested Dean to send out a communication to all members that we are looking for additional garden sponsors.

Golf – Rick Mason

Member Guest Tournament – April 4-6

- Committees all staffed; working on getting a photographer
- Sales and marketing teams in place to do follow-up calls to our potential sponsors
- Registration is low for equity member early signups; registration will open to all members on Tuesday, January 30
- Requested Craig to look at Blue Garden stakes to either replace or repaint

Golf Committee – in process of getting fully staffed

Member-Member Tournament – February 7 & 8

- 64 men/32 women signed up to date
- Requested Craig to mark areas of Ground Under Repair

Upcoming tournaments and dates:

Challenge Cup – Friday, February 2

Member/Member – Wednesday & Thursday, February 7 & 8

Night Golf – Saturday, February 24

Treasurer's Report – Steve Ryan (for Bonnie Rex-Absent)

| Treasurer's Report | | | | 26-Jan-24 |
|----------------------------------|------------------|-------------------------|--------------------|---------------|
| Account | Account Type | Bank | APY | Balance |
| Cash - Operating | Checking | Truist | 0.00% | \$ 474,037.48 |
| Petty Cash | Currency | Office Safe | 0.00% | \$ 1,400.00 |
| Ford Interest Advantage | Note/Checking | Ford Interest Advantage | 5.50% | \$257,512.13 |
| Non Operating Investment Account | Institutional MM | Raymond James | 5.16% | \$ 17,060.63 |
| Cash Balance as of 01/26/24 | | | | \$750,010.24 |
| Change from 1/12/2024 | | | | \$ 27,910.16 |
| | | | | |
| | | | | |
| BB&T Loan | Monthly on 28th | | \$ 10,101.43 4.80% | \$ 602,275.52 |
| Personal Note | Monthly on 1st | | \$ 2,191.00 6.00% | \$ 73,851.73 |
| Accounts Payable | | | | n/a |
| Truist Credit Card | | | | \$ 185.21 |
| | | | | |
| | | | | |
| Cash Balance 01/26/24 | | | | \$750,010.24 |
| Cash Balance 12/09/2022 | | | | \$ 324,428.46 |
| Difference | | | | \$425,581.78 |
| | | | | |
| | | | | |

Member at Large – Terry Pollard (Nothing to report)

Communications – Dean Woodle

- New administration accounts setup in ForeUP and WordPress programs that support web site and mass emails.
- Initial training completed and ready to support communication needs.

President - Vince Laverghetta

Finance Advisory Committee Charter was reviewed and approved by the BOD members. A copy will be posted to the website.

Management Incentive Bonus Program was reviewed and approved by the BOD members. The purpose of this program is to recognize and reward outstanding performance of the Management Team. This program is totally discretionary and may be modified or eliminated at any time by the Board of Directors.

Meeting adjourned at 9:30 a.m. The next Board Meeting is scheduled for February 9, 2024 at 8:00 a.m. in Mtg Rm A at the Rec Ctr.

Respectfully submitted,
Esther Patterson

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