

FLCC Board of Directors Meeting Minutes
Monday, May 13, 2019, 6:30 pm

In Attendance: 5 board members – Ron Ball, Fred Jenne, Deborah McManus, Bob Stumpf, and Michael Woodcock. Absent: Brett DeGallery, John Statler. Also attending -- Steve Gress (Asset Management), Bret Shifflett and Larry Welford (expansion update).

Note: This month's meeting was held at the Harbor Club. We met earlier in the month because we're having a semi-annual member meeting on Monday, May 20. It has been just two weeks since the last meeting.

Deborah McManus called the meeting to order 6:35 pm

Harbor Club Expansion Construction Update (Larry Welford)

- New sewer line is 80% to 90% complete
 - Inside drops
 - Install laterals
- Member Grille
 - Framing of Member Grille is 80% to 90% complete. Flat roof remains to be done.
 - 2-hour integral fire separation wall is completed
 - Veneer inspection done and approved
 - Roofing paper and ice shield installed
 - Tyvek building wrap installed
 - Windows delivered
- Event Center
 - Footings installed
 - Undercut complete, mostly along front and right side
 - Walls being formed this week
 - Discussed removal of tree by Event Center. Larry Welford will follow up with Dave Smith.
- Coordination meeting with FL HOA last week
 - Sidewalk
 - Pedestrian cut-through will be eliminated due to serious safety concerns with a mid-block street crossing, joint decision of FLCA, AM, and FLCC.
 - Staging for erection of Event Center roof trusses coordination for closing circle to traffic for one day. A safe pedestrian route to the HOA building will be created away from the crane.
 - Connection of HOA building to sewer

Harbor Club Expansion Operational Overview (Deborah McManus Reviewed for John Statler)

- Going to use Raven Hi FI for audio visual.
- Using Precision Tech for fire alarm system which is a savings of \$7,700. We also plan to use Precision Tech for security, they will add door & motion sensors as well as prewire for security cameras and add the cameras in the future.
- For the Member Grill outdoor fire pit, we selected an 84-inch fire pit. Retail price for the fire pit itself (no masonry or installation) is \$10,498. Blossman's wholesale cost is \$7,479.95. Blossman is going to sell it to us, including installation, for \$6,000 and will include it with the propane tanks 3-year interest free financing. GLMG is soliciting bids for masonry and electric access.

**FLCC Board of Directors Meeting Minutes
Monday, May 13, 2019, 6:30 pm**

Harbor Club Expansion Financial Overview (Deborah McManus)

- Had our first draw from our bank loan on May 8th -- \$175K
- NTS has put in \$400K to date. FLCC has put in \$308k to date.
- About 25% of the expansion project has been completed. This has been the most difficult part to keep on schedule and on budget. Our goal is to make up time and look at ways to make up for unexpected expenses such as those mandated by the county.
- The kitchen equipment lease will have a new pizza oven. The original model specified is discontinued.
- Deborah McManus discussed construction cost change orders with GLMG
 - Change order #16 for \$38K was required from Spotsylvania County for the building permit
 - GLMG exported 23 loads of soil to the FL dump site. Our original bid had us importing soil. This should balance out in our favor with an upcoming change order.
- We discussed the option to rent the event center furniture in the beginning. After we find out what configuration works best, we can purchase the furniture in the future.
- We also need to work with our interior designers and the interior design committee to be creative in getting new FLCC furniture. We'll look at all options, including online vendors.
- Need bridal room and hallway furniture added

Finance (Michael Woodcock and Bret Shifflett)

- April was another good month ahead of budget and ahead of last year.
- Full financials coming out in a couple of days
- Michael Woodcock will review 2018 and 2019 YTD financials at membership meeting
- PBMares has completed a draft of the 2018 Reviewed Financials and it is now currently under review.

Membership Committee (Bob Stumpf)

- Membership Statistics

	April	2019	April	2018	Variance
Golf		198		180	18
Sports		20		24	-4
Tennis		29		26	-3
Social		267		248	19
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Totals		514		478	36

- Assessment -- sense throughout membership that things are better
 - Both golf and social growing at solid rates
 - Golf: 10 % increase
 - Social: 7.67%
 - Resignations are trending down
 - 2019 membership goal is 525+
- Keys are promotions and superior operations in golf, tennis, and Harbor Club

FLCC Board of Directors Meeting Minutes
Monday, May 13, 2019, 6:30 pm

- Swing Into Spring underway (One-year upgrades to golf and tennis without initiation fee increase)
- Hard Hat Special starts in June (Discount coupons in golf, tennis and Harbor Club)
- First Direct Mail Marketing Campaign under development
 - Anticipate direct mail flyer to 10,000 area residents at \$2,000
 - Seeking primarily non-resident golfers, but includes residents as well
 - Features “Game Day” on the Practice Facility
 - 10-minute lessons from PGA Professional
 - Longest drive, drive closet to line, chip closet to the hole
 - 9-hole miniature golf putting contest
 - Tours of golf course and Harbor Club Expansion
 - Date is Sunday, June 30
- New Member Reception/Dutch Treat Dinner at Harbor Club
 - Sally Elliot will host reception Saturday, May 18 with 42 persons anticipated
 - Objective is to meet other members and make new friends
- Deborah mentioned request from Rick Berry to get select mailing list for marketing. Agreed to provide names and addresses, not phone numbers or e-mails.

Golf Committee (Brett DeGallery)

No report this month, meeting soon and report to follow.

Greens Committee (Brett DeGallery)

No report this month, meeting soon and report to follow.

Tennis Committee (Fred Jenne)

- Fred Jenne and Bob Stumpf had very positive comments to share about our new Director of Tennis, Brian Ratzlaff. He’s very proactive and gets things done.
- Fred discussed the tennis hard courts needing repair. He contacted and researched other tennis clubs to see how they made repairs and names of vendors. Fred got bids and presented them to the FL HOA Commons Committee. Fred’s input was well received. The Commons Committee approved the proposal and the FL HOA Board approved a budget of \$15K.
- We want to get more people to tennis. Spread the word about members participating in tennis clinics.

Harbor Club Committee (John Statler)

No report this month, meeting soon and report to follow.

Social Committee (Ron Ball)

No report this month, meeting soon and report to follow.

FLCC Board of Directors Meeting Minutes
Monday, May 13, 2019, 6:30 pm

Fitness Group (Bob Stumpf)

- Focusing on external sports activities: running, biking, hiking, pickleball, and Triyogathon
- FLCC would like to sponsor community events like the inaugural TriYogathon. The event was open to community members and the club provided coffee and water.
- Fawn Lake TriYogathon (Alicia Swartzman lead)
 - Inaugural event held on Saturday, May 4
 - Just over 50 participants
 - Three parts
 - 5K run/walk
 - Energizing Yoga session
 - Guided meditation
 - Anticipate as an annual event
- Pickleball US Open (Alicia Swartzman lead)
 - Two hours of pickleball, 4:00 pm - 6:00 pm
 - Prospective date is Sunday, June 9
 - Open to community, Buffet dinner at Harbor Club for FLCC members or non-members with coupons
- Running (Dana Toarmina lead)
 - Club within a club
 - Small fee to join and release of liability required
- Hiking (Bruce Heintz lead)
 - Club within a club
 - Two informal events held with Harbor Club as destination for FLCC members or non-members with coupons
 - Small fee to join and release of liability required
- Biking (Looking for a lead)
 - Club within a club
 - Small fee to join and release of liability required
 - Interest is strong

Marketing & Technology (Deborah McManus)

No report this month

Semi-Annual Membership Meeting

- Monday, May 20 at 7:00 pm
 - “Dirty Boots” tour for members prior to meeting from 6:00 to 6:35 pm
 - Deborah McManus & Larry Welford will do the HC expansion sections
 - Michael Woodcock will do financials
 - Bret Shifflett will do mid-year report

Meeting adjourned at 8:40 pm

Next meeting: Monday, June 24, 6:30 pm