

Cold Springs Board of Directors
January 16, 2020, Working Board Meeting Minutes- Approved

Call to Order/Roll Call/Agenda Additions

- Call to Order:4:55
- Directors present: Tom Hazlett, Tom Goldie, Lynda Vernon, Shaun Verner, Greg Witherow, Chris Bailey,
- Directors absent: Mike Worley
- Others present: Charles Caldwell, Chris Mitchell

Approval of Minutes – Minutes from December 19, 2019, Regular Board Meeting was approved electronically.

Financial Business

- **Financial Update: Charles and Chris gave the financial and were approved.**
- **2020 Budget Review: Approved**
- **Credit Aging Report: None presented**

Comment Cards and Correspondence Comment Cards: None presented

Old Business:

- **Dining Room/Event Center:** The board agreed a non- member at the club should pay more for services than our members. Chris will put in place a new pricing table that will increase profits and lower food and liquor costs. Scheduled to be complete by Jan 20.
 - **2020 Objectives/Priorities/Plans:** Proposal that Board pulls together a set of Objectives and Priorities for 2020. Specific plans to be developed once objectives and priorities are understood.. **Chris discussed the new pricing plan and will be in place by Jan 20th.**
 - Generation of Membership Sales
 - Move to 1 Proprietary Membership Type. Recommend and get approval for by-law revisions to provide flexibility to the Board to pursue new non-proprietary membership categories.
 - Create a Comprehensive Marketing Plan
 - Create Emergency Power Capability
 - Completion of a Revised Capital Spending Plan
 - Expansion of Junior Golf Clinics
 - Comprehensive By-Law Update **Deferred to special meeting to be scheduled.**
- Status: Wait until the new Board is installed and make this a focus topic.
- **Membership exit strategy.** Currently, members wishing to terminate their memberships have no option than to wait on the “waiting to sell list” or “waiting to buy out list”. We have members walking away as a result of this situation. Proposals:

- Shaun Verner **Shaun discussed several ideas he had, which the Board like, also there was discussion on several options that the board is considering. Tom Hazlett and Chris will meet with Megan to find a date for a working meeting to discuss Membership exit strategy.**
 - The buyout would be equal to 1 year of current dues.
 - This would increase each year with the current annual dues increase
 - 5 buyouts on the books at any given time or per year.
 - It limits a mass exodus of members at one time. Also the club should be able to sell at least 10 memberships per year which allows the club extra annual revenue.
 - Order of new member/ waiting list transfer.
 - This is where the board may receive push back from those members on the top of the waiting list. The board has several options on how to address this:
 1. Opt for 5 buyouts per year which would allow members on the waiting list to still have an opportunity to sell their memberships during the calendar year.
 2. Alternate buyout membership with waiting list to sell member.
 3. Allowing 5 buyouts on the books at any given time and to sell waiting list will have to wait until all buyouts memberships have been sold.
 4. Etc.
 - How to handle current members who have walked away.
 - Apply the buyout scenario and clean up those rogue memberships or take legal action (not my favorite choice).
- Alternative Proposal
 - Manage people departing on a “Case to Case” Basis. Discussion required. **Deferred to special working meeting.**

Deferred Business (Not to be addressed in this meeting):

Committee Reports:

Social Committee: Greg discussed several great social activities for the club for 2020 on was a golf outing to Cache Creek, and Yocha Dehe Golf Course, Chris and Brian are looking at the details for golf lodging and practice rounds.

Membership Committee:

Tournament Committee:

House Committee:

Greens Committee: The Men’s locker were discussed, Pat Flynn presented an idea where the member would have the option to purchase a new wood

locker. Chris Bailey brought to the boards attention that new lockers are in the capital project list, and thought we should look into costs to replace all locker, and take it out of capital.

Adjournment: 6:15

Future Board Meeting Schedule:

- Thu Jan 16, 2020: Meet the Candidates 6:30 - 8:00
- Thu Feb 20, 2020: Working Board Meeting 5:00 – 6:30 pm
- Thur Mar 19, 2020: Regular Board Meeting: 6:30 - 8:00 pm (Board Installation)

Vote noted for the record:

Motion	Second	Topic/Discussion	Passed Y or N

Respectfully submitted: