

**Arlington Association, Inc.**  
**Board of Directors**  
**Minutes of January 16, 2007 meeting**  
**Mulebarn 6:00 p.m.**

**Board Members Present:** Margaret Baxter, Don Calitri, Jackie Collier, Jim Conneely, John Flanagan, Robert Geiger, Ron House, Debbie Newsom, Marietta McBride, Robbie Robertson, Donya Smith

**Board Members Unable to attend:** Lori Duncan, Joanne Glasser, Rich Middleton, Rodney Piercey, Judy Ridings, Mark Sandy

**Others present:** Cheryl Harris, University Counsel; B.C. Mansfield, Janie Ohr, Joedy Ohr, Pat Miller, Steve Miller, Ralph Thompson, Elizabeth Thompson, John Connor, Elaine Phillips, Harold Eden, Linda Drummond, Missy Smith, Kay Patrick, Jerry Ann Jenkins, John Jenkins, Bob Fraas

**Meeting called to order**

Don Calitri called the meeting to order at 6:07 p.m.

**Managers Report -Don Calitri**

In Jim Marsh's absence, Don Calitri delivered the managers report as enclosed in the packet. October 2006 was 17% over October 2005, November 2006 was 19% over November 2005, and December 2006 was 6% over December 2005. The report was accepted as received.

**Treasurer's Report - Debbie Newsom**

Debbie Newsom reviewed her report as submitted to the board. She reviewed the revenues and expenditures. Newsom reported on improved operations from the prior year, noting that there was a \$48,000 surplus year to date through December 31, 2006, a positive difference of \$65,000 as compared to the six months ended December 31, 2005. This positive change is primarily the result of better results in the dining area. Although that area continues to show a loss, it is much improved over the same time a year ago. The operations will be monitored closely with periodic reports being provided to the board.

**Secretary's Report - Jackie Collier**

Jackie Collier asked for approval of the October 2006 minutes as submitted. Robbie Robertson moved they be accepted, seconded by Margaret Baxter. Hearing no objections, minutes stand approved.

Collier referred to the reports included in Board packets. Total membership as of January 16, 2007 is 1167. The question was asked for breakdown on membership. Collier handed Calitri the report to read-- 825 Resident family

memberships, 162 Resident individual memberships, 47 Non resident family memberships, 19 Non Resident individual membership and 114 dining only memberships. Included in these memberships are 307 family golf memberships and 313 individual golf memberships.

To date we have lost 206 members. (This stat was later corrected by Ron House to include two more members for a total loss of 208)

Manager Jim Marsh has also included two graphs for golf memberships from 1998-2007 and total membership for 1998-2007.

Bob Geiger moved we accept the report as submitted. Jim Conneely seconded.

### **Golf Committee Update - Bob Geiger**

Bob Geiger reported the golf committee met on December 5, 2006. Committee members present were Jim Banks, Jim Clark, Lyle Cook, Ron Durham, Bob Fraas, Bob Geiger, Julia Hovey, Bruce Mansfield and Ernie Moore. Ex-officio members present were Jim Cox, Jim Marsh and Pat Stephens.

The committee discussed the issues with the Kangaroo and pull carts in the men's locker room. As of July 1, 2007 all Kangaroo and pull carts are to be placed in cart storage barn in order to clean up the men's locker room. These will be stored at no charge until July 1, at that time a storage fee will be assessed.

The committee also recommended a rate increase in green fees to \$30 weekday and \$35 Weekend, student green fees to \$15 weekdays and \$20 weekend and student semester pass to \$100 for fall semester, \$100 for springs semester and \$125 for summer semester.

Discussion from Arlington Board members and guests concerning these rates followed. Geiger reported that rates at other courses were reviewed to arrive at these recommendations. Golf is not paying for itself and this is a way to improve revenue. Geiger also reported there had not been an increase in at least four years (probably more like five to six years).

Geiger moved we accept the Golf committee recommendations to increase the fees as recommended. Robbie Robertson seconded. Passed.

### **Membership Committee**

Don Calitri reported in Mark Sandy's absence that the membership committee will meet on January 23 to discuss marketing memberships. This committee will be working with University Advancement under the direction of Joe Foster.

### **Old Business - Don Calitri**

Don Calitri reported the committee made up of him; Bob Geiger, Jim Marsh, James Street, Joey Foster, Debbie Newsom and Cheryl Harris continue to meet each Friday morning to keep the renovation/deferred maintenance projects on track.

Calitri reported the restrooms on the golf course were near completion. One of the guests at the board meeting asked about the cleanliness of the existing restroom on the back nine. Calitri will report this to Jim Marsh.

The Main House has an architect in the process of putting final plans together to bid for final renovations/maintenance to the House. This should be completed by the end of January. The Chimney's have already been repaired. The next step is to look at a roof replacement proposal. Calitri reported that people are asking about the cosmetic things that need to be done, such as painting the woodwork to make the outside of the House look better. He reported that we need to work on the leaks and internal working renovations first. If we paint now, we will just have to repaint because the problem will not be fixed.

It was reported that the Main House will not be closed during renovations and that those doing the work will work around scheduled events.

Jim Conneely recommended that construction update be in the Newsletter that goes out. Calitri said he will send out bi-monthly updates.

Calitri reported that the pool proposal was awarded to Terry B. Simmons Architect. Mr. Cahill will be involved in reviewing this. Prior to the pool being closed for the season, it was losing 2500 gallons of water a day. The surface looks ok but this is another case of the internal workings being in disrepair. Major changes will be made to the pool that will include bringing it up to code/standards. The initial estimate is \$1.1 million for this project. The pool will not be completed until 2008 season. At the closing of the 2007 Season, renovations will begin.

### **Open Discussion on the Assessment fees**

The question was asked about whether or not a needs assessment was done prior to this project. Calitri reminded everyone this issue had been reviewed by the past boards with discussion on renovations/deferred maintenance being discussed at open board meetings, meetings of golf committee, and college meeting of former chairs of Arlington Board. This has occurred over the past two years, especially since July 2005.

There was discussion on whether or not the assessed fees were equally fair to individual memberships and family memberships. Calitri said the board had decided, after many hours of deliberations to assess this fee across the board

except for dining only members. One the reasons for this across the board assessment are because it represents core services to the membership.

The issue of whether or not ECU is supporting this also arose. Calitri pointed out ECU pays \$44,000 annually for use the golf facilities for the men's and women's golf teams. In addition ECU does not assess a charge for their financial services or legal services. The properties are rented at the fee of \$1 per year.

### **New Business**

Don Calitri said the board needed to act on the Dining Only fees that were brought up in December. We were unable to call a quorum for the vote so the fee structure is being brought forth now. Bob Geiger moved the Dining Only fees be \$25 a month with the assessment fee of \$950. Jim Conneely seconded. Passed.

There was a question concerning the \$50 minimum on dining only membership. There is NO LONGER a minimum.

Don Calitri reported the resignation of Board member Terri Hudson. According to the by-laws the board may vote to fill the vacated position. Calitri recommended Ron Durham for the replacement. Bob Geiger moved we accept Ron Durham as a replacement. John Flanagan seconded. Passed.

Don Calitri said it was recommended that membership be offered to Tony Sideris, first Arlington Manager. John Flanagan moved we accept this recommendation. Ron House seconded.

### **Open Discussion on the Assessment fees continued**

There was discussion that the assessment fee was based on a 25% loss of membership. To date we've lost 208 members or roughly 17%. The question arose as to what happens if membership loss is greater than 25%. Ron House reminded those present that with the new expanded definition of alumni added to the database, we have the opportunity to market to people who may have been interested in Arlington but weren't previously eligible to join because they weren't considered alumni of Eastern Kentucky University.

This fee is for ten years. It was asked what will happen in ten years. Will there be another assessment? Cheryl Harris spoke on behalf of Debbie Newsom reporting that renovations/deferred maintenance costs/savings will now be built into the budget. It is recognized the need to build a reserve for the future.

Questions were asked as to whether or not, if you pay over the ten years, and drop membership before the time is up do you have to pay. The answer is no.

If you pay the upfront amount, you will not be reimbursed if your membership is forfeited.

The need to do the renovation/deferred maintenance project all at one time was discussed. Because of the facilities deterioration, it was recognized that the need to bring them up to par was necessary to do at once then continue to maintain.

Part of the maintenance in the future will include raising the initiation fees down the road to help with costs.

**Next Arlington Board Meeting**

The next Arlington Board meeting is scheduled for Tuesday, April 17 at 6 p.m. in the Mulebarn.

Bob Geiger moved we adjourn at 8:15 p.m. Jim Conneely seconded.

Respectively submitted by Jackie Collier, Arlington Board Secretary  
January 19, 2007