



FINANCE COMMITTEE MEETING DRAFT REPORT

May 20, 2021

Mezzanine Room | Northwoods Clubhouse

ATTENDANCE Via Zoom Video Conference Call

Members: Dundas, Ravano, Watson, Melia, Colbert, Bonzon, Eyton-Lloyd

Absent: None

Deputy Chair: Martyn-Jones (DFA)

Board Liaisons: Mahoney (Treasurer)

GPC Liaison: Lindgren

FC Applicants: Gauny, Rudolph, Yoo, Niedringhaus

TDA Members: Shellito

TDA Staff: Mickaelian (GM), Bennett

Guest: Russell Branson, Branson Consulting

AGENDA ITEMS

1. **Call to Order / Call for Quorum:** Meeting called to order by Dundas, Chair, at 3:01 p.m. Quorum present (Bonzon and Melia joined a few minutes late).
2. **Approval of Agenda:** Motion to approve Agenda, Watson 1st, Eyton-Lloyd 2nd; passed 5-0.
3. **Member and Committee Member Comments:**None
4. **Committee Management:** Dundas reminded the committee that we have been through a period of intensive change, with board and senior management turnover, a new strategic plan, and revisions to the Finance Committee charter involving a reduction of the number of FC members and the lengthening of terms to 3 years, to say nothing of the pandemic and its impact on TD operations. He also reminded the committee that we had three members whose terms expired at the end of 2021 and who graciously continued to serve until the FC charter revisions were approved. He noted the high number of applicants expressing interest in joining the FC as members, a few of which have since withdrawn their names from consideration for various reasons, leaving us in the position of having three returning members and four applicants for three open membership positions.

Bonzon then expressed his desire to withdraw his name from consideration, as did Eyton-Lloyd. Both have served for many years and their contributions will be missed. Mahoney

expressed on behalf of the Board its thanks for all that Bonzon and Eyton-Lloyd have contributed to TDA in various capacities over many years.

Dundas explained that the candidate list had been sent to each of the four remaining members asking them to express their preferences in rank order for the 7 applicants. Those responses have been collated and will now be adjusted to remove Bonzon and Eyton-Lloyd from the list. Dundas said he will prepare a written recommendation for the Board for consideration at the May 28 Board meeting, but reminded the Committee that the Board has the final say on all committee appointments.

5. **Approval of Committee Report, March 11, 2021:** Motion to approve Report, Bonzon 1st, Colbert 2nd; passed 7-0. (There are no minutes from the April 20 meeting due to the lack of a quorum.)
6. **Discussion of Branson Consulting presentation regarding the Amenity Cost of Services Study:** Mickaelian introduced Branson and the context behind the study, namely the desire to understand the full costs of our various services; understanding the business perspective behind our public and private amenities as well as our F&B; and understanding the role of member rates, including recreation fees, and the discounts to the public cost of using the amenities.

Branson walked the committee through his presentation and opened the conversation up to questions. The questions were intended to provide input to Branson rather than requiring an answer. The questions touched on a number of areas: How many home owners are actually benefitting from the pricing discounts for each facility? Why are we excluding the need to pay for building replacements from the definitions of overhead? Why are trails not included in the amenity listings, which entail costs but no revenues? Where are we going with this information longer-term and do we need a more formal pricing policy? Can we show the member discounts as a percentage of revenues for each of the public amenities? Can we show the percentage of revenues for each amenity split between members, guests and the public?

Mickaelian expressed his appreciation for the discussion and input and invited the committee to send any additional feedback to Martyn-Jones with a copy to him.

7. **Committee Tasks:**
 - a. **Financial Update:** Martyn-Jones gave an update on the financial situation as of the end of April. April was a strong month with our operating result ahead of budget by \$272k. Our YTD operating result for the four months of 2021 is now \$1.115 million ahead of budget. Our winter revenues were better than expected and our budget included assumptions about the effects of the pandemic which have turned out to be more positive than expected.

b: **5501 Committee:** Dundas referred the committee to the 5501 committee report which had been circulated with the agenda.

The upcoming meeting attendees are:

May 25, 2021:

FC Members: Watson, Ravano, Colbert

FC Applicants: Niedringhaus, Gauny

June 22, 2021

FC: Ravano, Colbert, Watson

FC Applicants: Vietor, Niedringhaus, Yoo

c: **GPC Liaison:** Lindgren reported that the GPC had been busy amending its charter, which seems to be completed and will be proposed for approval at the next TD Board meeting

d. **Downhill Ski Lodge Update:** Colbert reported that there had been a presentation to the TD Board on April 29 and a Taskforce meeting on May 7 to discuss the proposed design alternatives. The two leading alternatives differed by ~4,000 square feet and reflected anticipated usage either with or without weddings and large parties. Colbert also said that the Taskforce had asked for one interior stairwell to be redesigned to create more usable space.

8. **Next FC Meeting:** The next Committee meeting is scheduled for June 17, 2021 at 3:00-4:30pm, via Zoom.

9. **Preliminary Agenda Topics for Next Meeting:**

Financial Update

GPC Liaison Report

5501 Committee Report

Downhill Ski Lodge Update

2021 FC Tasks

10. **Adjournment:** With no further business to discuss, Dundas called for a motion to adjourn, Eyton-Lloyd 1st, Bonzon 2nd, Approved 7-0, and Dundas adjourned the meeting at 4:47 p.m.

Prepared and Submitted by Terry Watson, Vice Chair, Finance Committee