

## **Mohican Board Meeting - 4/8/17**

**Present:** Rick Hall, Teri Tomlin, Chuck Montrie, Miklos Gaal, Michael Kessler, Susan Sonnesyn Brooks, Vin Desomma, Mark Eisel, Elizabeth Redisch

### **Elizabeth:**

26 inactive members

74 seniors

35 unpaid full members

inactives + seniors + inactives = # available to rent

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142 projected rentals (higher # expected – at least thus far in season)

Renters - 138 have paid for full summer; offers out to 41 more. No out-bound renters (70 in-bound would-be renters have not gotten in; most are new to pool). She expects 150 rental slots

Policy is that if you decline a membership offer letter, you go to the bottom of the rental wait list. Usually this means you sit out at least a year, which is made clear in the offer letter. Few people decline the \$3,000 membership offer.

**Rick:** What are we doing since we can now go to 450 members (400 active)? Should we sell the additional memberships?

Costs \$200-\$250 more to be a member. 50 members x \$250 = \$12,000

How do we want to address the debt? We want to pay down significant portion of debt (\$30k last year). Shall we do additional stuff to pool. Rick wants us to pay addl \$50k-\$100k of debt each year.

\$2,179,000 debt currently. We're paying almost entirely interest.

We are operating at 425 number now – 2017 budget

Eisel - 50 members - at least a portion should be paying down debt...

Michael – 425- 450 – does this affect operating expenses? Do we need more lifeguards? Chuck – 25 more families isn't going to change how we run the place.

Miklos – if we go to rentals, we'll get a slightly higher \$\$ bump. Do more rental memberships help us run our swim team better?

Eliz – yes, probably. Renter skews toward younger families, which helps the swim team. Rick - 132 renters this year;

Rick - Everyone who gets a membership was on the wait list – some for as much as five years... Before the renovation we had more older members; now it's younger families who will be at the pool a long time... Let's not make this decision now.

Eisel- what are our long-term goals? We should look to cut our \$2m debt in half...

R – we budgeted for 2016 at 400 but operated at 425 – so we had extra money...

Our reserve is paid – our mortgage is \$178,000 – we have are required to half half of that (\$86,000) sitting in the bank. We have additional funds left of about \$25k. Last year ewe had \$60 grand left – of that we spent \$15k for floors, payment of debt, \$ still owed to Anderson the contractor.

Want to apply \$50k additional toward debt... We have about \$15k . What income stream will support our debt?

Miklos - Long-term plan should be to minimize our balloon payment.

R - We have to refinance our mortgage.

We spent over \$3.5 M... Big burden....

\$150,000 off the top; \$30k per year = shall we outsource this to Sophie?

Miklos - Offering more rentals this year doesn't preclude us from changing our minds next year.

Eliz – Memorial Day is really the deadline... I wait til I get the rental money & then offer people a full membership.

Do we increase renters this year?

Rick – we don't want to offer a rental one year & then NOT offer it to them next year.

R – motion to increase temporary members by 13 this year (total of 438) Seconded & approved...

### **Other business –**

County has asked us to have a crossing guard during swim meets and parties, including Wood Acres party. County charges \$55- \$65/hour; min of 3 hours = \$800/year... Miklos will schedule this with the Maryland Order of Police for two home meets, B meets & three parties, plus the Wood Acres party...

New house on Quarry Road = they know that people will be walking down the road & that they'll get a free membership. Susan talked with listing agent...

Floor- \$5800 x two payments; Chuck Woolery - \$1,074; 25 more nuts & barrel bolts (\$20)

Landscaping – Miklos/Michael – past strategy has been pay outside vendors twice a year... Why not act as our own general contractor & do some of work ourselves? We can do more with less.

Q: \$13,000 buget – we can do regular clean-up/mulching, some part of the path; \$10k-\$11k= \$6k twice clean-up; extra \$ for tree work; wouldn't finish whole path; no reserve for trees

Michael – short term- critical needs – Has someone who will come in four times / season. \$14,000 = completely do slope, path,

\$6 - \$9k extra...

Long term - maintenance

Back pavilion from Costco - \$2500

Shade structure - \$1,000 - \$3,000 - Mark – will work with Peter & Patrick Kelly to do a full proposal... Vin – good idea - people fight for shade... average member really wants more shade.

\$26,000 grand needed over two years...

Rick –\$4-\$5k extra; get detailed proposal on shade structure & proposal on permanent shade structure..

**Internet** - Cost of getting WIFI -  
Miklos - \$500 to run new copper to front - Verizon

Comcast – Walhonding & MacArthur – Xfinity – can get to front of property ; we have existing Cat 6 cable – cost is \$7200 to us; plus \$1000 of wireless routers; two-year contract; have to use Comcast - cheapest biz plan - \$200/month... year round = \$2500/year. 150 megabits/sec - would take 3 months to install.. (60 biz months) – We'd have to give up Verizon phone...

We're definitely getting Chuck a 4G hot spot

Should we try to raise add'l \$ for the Internet? Needs more discussion...

Moving landscaping budget from \$13k - \$19LK  
from arbor approach

Michael – all outlets need GFI protection. For \$40/breaker we can have an electrician take care of problem.... Miklos says we can run another circuit

1-800-JUNK will come the day after clean-up day to take away old pool cover & other junk...