

MINUTES
Nantucket Land Bank Commission
Special Meeting of December 21, 2017
Land Bank Meeting Room, 22 Broad Street
Nantucket, Massachusetts

CALL TO ORDER: 9:00 A.M.

PRESENT: Richard Glidden, Kristina Jelleme, Neil Paterson, Allen Reinhard, John Stackpole.

STAFF PRESENT: Eric Savetsky, Executive Director; Jesse Bell; Assistant Director; Susan Campese, Administrator/Finance Manager.

Miacomet Golf Course (“MGC”) Director of Agronomy, Sean Oberly and Nantucket Land Bank Golf Controller, Walter Lankau, were also present at call to order.

Club Consulting Group Managing Director, Christopher Calvert and MGC General Manager, Alan Costa entered the meeting via speakerphone.

I. CONVENE IN OPEN SESSION:

A. GOLF BUSINESS:

1. Review 2017 Year End Projections and 2018 Projections: Mr. Calvert explained that he put together a comprehensive financial spreadsheet with MGC actual numbers plus the draft budget. He gave a quick tour of the spreadsheet that would be automatically generated by the new software and includes pages with detail as well as summaries by department and long term projections. The consensus was the reporting format was satisfactory, but that depreciation to be included on the income statement, but below the net profit/loss line.

2. Adoption of 2018 Financial Goals: Mr. Calvert presented four options for performance projections: (1) Moderate Losses (2) Breakeven (3) Moderately Profitable and (4) Highly Profitable. After some discussion and the explanation that the course current performance was in the moderately profitable category, where it partially supports capital funding and depreciation, upon a motion made by Commissioner Jelleme and duly seconded by Commissioner Reinhard it was unanimously VOTED to target moderately profitable and to partially support capital funding and depreciation as a financial goal going forward.

Mr. Calvert recommended establishing an annual profit target taking into account the next two years would be anomalies due to the temporary facilities and construction project. Commissioner Stackpole recommended the budget be crafted to breakeven for the next two years. Commissioner Jelleme said she would like to see a more aggressive approach where one half of the moderately profitable model be targeted over the next two years. Chairman Paterson asked why there were employee raises in the budget with no increases in fees and rates recommended. Mr. Costa said the raises were based cost of living. Discussion ensued about

rates with Mr. Costa recommended no rate increase due to the lack of permanent amenities to the members at this time. Mr. Savetsky cautioned that putting off raising rates would eventually necessitate years with larger increases, rather than a gradual increase to coincide with the cost of living. Upon a motion made by Commissioner Glidden and duly seconded by Commissioner Jelleme, it was VOTED to give Mr. Costa the latitude to set the rates in order to accomplish the budget target goals previously voted so that he can move forward with member dues billing for January 2018. *Commissioner Stackpole was opposed.*

Mr. Costa, Mr. Calvert, Mr. Lankau and Mr. Oberly departed the meeting at 10:34 a.m.

B. FINANCIAL BUSINESS:

1. Warrant Authorization – Cash Disbursements: Upon a motion made by Commissioner Stackpole and duly seconded by Commissioner Reinhard, it was unanimously VOTED to execute the December 21, 2017 warrant document in the amount of \$93,365.94 to be provided to the county treasurer.

II. EXECUTIVE SESSION: Upon a motion made by Commissioner Reinhard and duly seconded by Commissioner Glidden, it was unanimously VOTED to go into executive session in order to discuss the purchase, exchange, lease or value of real property and review executive session minutes. A roll call vote was taken: Reinhard-Aye, Paterson-Aye, Glidden-Aye, Jelleme-Aye, Stackpole-Aye. The Chairman under Purpose 6 [G.L. c. 30A, 21(a)(6)] declared that discussion of these matters in open session may be detrimental to the Land Bank's negotiating position and that the Commission would not reconvene in regular session at the conclusion of executive session.

ADJOURNMENT: Upon a motion made by Commissioner Glidden and duly seconded by Commissioner Reinhard, it was unanimously VOTED to adjourn the meeting at 10:50 a.m.

Attested to: _____
Allen B. Reinhard, Vice Chairman

Accepted, Approved, and Released by VOTE
of the Commission this 9th day of January, 2018.

Neil Paterson, Chairman