



A regular meeting of the GREEN VALLEY RECREATION, INC. BOARD OF DIRECTORS was held on Tuesday, January 31, 2017 at West Center. The President being in the chair and the Secretary being present.

Directors Present: Joe Gunton (President), Tony Zabicki (Vice-President), Jim Nelson (Secretary), Vicky Mournian (Treasurer), Bob Allen (Assistant Treasurer), John Arnold, Lance Heise, Richard Kidwell, Don Lathrop, Barb Mauser, Kent Blumenthal (non-voting)

Absent: Kathy Palese, Leslie Shipley

Staff: Jim Conroy (COO), Cheryl Moose (CFO), Jen Morningstar (Executive Office Manager), David Jund (Facilities Director), Nat Whitman (Communications Specialist), Karen Miars (Administrative Assistant),

Visitors: 145

I. Call to Order / Establish Quorum

President Gunton called the meeting to order at 1:30 MST.
Roll call by CEO Blumenthal; Quorum established.

II. Adopt Agenda

MOTION: Nelson / Seconded. Adopt Agenda
Passed: unanimous.

AMEND MOTION: Arnold / Seconded. Amend Agenda to re-arrange order and add one item to New Business.

Passed: unanimous.

III. Consent Calendar

MOTION: Mournian / Seconded. Approve Consent Calendar, as presented:
Passed: unanimous.

IV. President's Report

President Gunton presented a 'fact check' with regard to recent statements published in the local newspaper.

V. CEO Report:

CEO Blumenthal deferred comments until later in agenda.

VI. New Business

A. Recommended Property Purchase

1. Presentation by Planning & Evaluation Committee Chair
2. Presentation & Recommendation by Facilities sub-committee Chair
3. Presentation & Recommendation by Criteria sub-committee Chair
4. Presentation by staff

**MOTION: Arnold / Seconded. Approve cash purchase of the property located at 333 W Paseo Del Prado, Green Valley (Parcel ID# 304-25-139E) at the negotiated sales price of \$460,000, subject to receipt of a satisfactory inspection report as determined by the GVR President and approval of Pima County Department of Development Services; further, funds used for purchase of the property shall come from the Initiatives Reserve Fund.
Passed: unanimous**

B. Advertising Policy

MOTION: Mauser / Seconded. Approve the Advertising and Sponsorship Policy, as presented. Further, incorporate the Policy into an appropriate location within the Corporate Policy Manual.

Passed: 9 yes / 1 no (Zabicki).

C. New Club Request GVR LGBT & Friends

MOTION: Mauser / Seconded. Approve formation of New GVR LGBT & Friends Club

Passed: unanimous

D. Planning & Evaluation Committee Recommendation for Funding Level Change

MOTION: Lathrop / Seconded. Amend club request policy as follows. Planning and Evaluation Committee (P&E) shall consider all club requests for projects valued at \$2,500 or more for 2017 and allocate funds up to \$100,000 included within the FY 2017 budget for P&E-approved projects; further, the threshold for club project requests reviewed and approved by the P&E Committee shall be valued at \$2,500 or more for all years beginning 2018. Language within the CPM shall be amended accordingly upon approval of this proposal.

Passed: unanimous

E. GVR – GVR Foundation Task Force Recommendation

MOTION: Kidwell / Seconded. Accept the GVR Foundation Board of Directors' offer of appointing two (2) GVR representatives to the GVR Foundation Board of Directors, consistent with the re-stated GVR Foundation Bylaws.

Passed: unanimous

F. Vision Statement

President Gunton appointed Board Affairs Committee re-look at current vision statement and recommend possible modifications

VII. Standing Committee Reports

A. Fiscal Affairs – Director Mournian gave report on fiscal responsibility of the committee and their commitment to 'live within our means'.

B. Planning & Evaluation – Director Arnold gave P&E and subcommittee updates

C. Nominations & Elections – Director Allen introduced 9 candidates

D. Board Affairs – no report

VIII. Ad Hoc Committee Reports

A. Investment Committee – Direct Lathrop reported GVR’s investments are performing well. A full report will be presented at the Annual Meeting of Members

IX. Member Comments: 11

X. Adjournment

MOTION: / Seconded. Adjourn meeting at 3:42pm MST.

Passed: unanimous.

Jim Nelson
Secretary

Date

Jen Morningstar
Manager, Executive Office

Date

Green Valley Recreation, Inc.
Statement of Financial Position
As of Date: 12/31/2016
Rounding: Dollars

	Current Year	Prior Year
Assets		
Current Assets		
Cash/Cash Equivalent	3,399,509	4,925,504
Accounts Receivable	101,599	88,426
Prepaid Expenses	155,699	152,116
Money Market-Edward Jones	8,155,208	3,876,688
CDs Edward Jones	0	3,486,000
Total Current Assets	11,812,015	12,528,734
Fixed Assets		
Contributed Assets	17,593,785	17,593,785
Purchased Assets	16,346,148	14,985,530
Less: Accum. Depreciation	(17,591,625)	(16,318,794)
Total Fixed Assets	16,348,308	16,260,521
Other Assets		
Total Other Assets	0	0
Total Assets	28,160,323	28,789,254
Liabilities & Net Assets		
Liabilities		
Current Liabilities		
Accounts Payable	306,830	273,790
Deferred Dues & Fees	2,818,640	4,487,688
Deferred Programs	287,896	286,441
Total Current Liabilities	3,413,366	5,047,918
Total Liabilities	3,413,366	5,047,918
Net Assets		
Unrestricted Accumulated Net Assets	15,791,958	16,253,836
Temp Restricted - Board Designated for Operati	789,899	789,366
Temp Restricted - Board Designated for Capital	5,137,266	4,628,289
Temp Restricted - Board Designated Initiatives	2,005,283	2,069,845
Retained Earnings	1,022,551	0
Total Net Assets	24,746,957	23,741,336
Total Liabilities & Net Assets	28,160,323	28,789,254



Green Valley Recreation, Inc.
Statement of Financial Position
As of Date: 1/31/2017
DRAFT

	Current Year	Prior Year
Assets		
Current Assets		
Cash/Cash Equivalent	2,730,502	1,729,764
Accounts Receivable	734,167	673,303
Prepaid Expenses	145,793	214,022
Edward Jones Investments	11,755,708	11,363,253
Current Assets	15,366,170	13,980,342
Fixed Assets		
Contributed Assets	17,593,785	17,593,785
Purchased Assets	16,337,390	15,032,543
Less: Accum. Depreciation	(17,704,692)	(16,428,508)
Fixed Assets	16,226,483	16,197,820
Other Assets		
Other Assets	0	0
Assets	31,592,653	30,178,162
Liabilities & Net Assets		
Liabilities		
Current Liabilities		
Accounts Payable	243,868	106,168
Deferred Dues & Fees	6,005,619	5,862,223
Deferred Programs	267,471	262,717
Current Liabilities	6,516,958	6,231,108
Liabilities	6,516,958	6,231,108
Net Assets		
Unrestricted Accumulated Net Assets	16,814,509	16,178,836
Temp Restricted - Board Designated for Operations	789,898	789,366
Temp Restricted - Board Designated for Capital Re	5,137,266	4,703,289
Temp Restricted - Board Designated Initiatives	2,005,283	2,069,845
Retained Earnings	328,738	205,718
Net Assets	25,075,694	23,947,054
Liabilities & Net Assets	31,592,652	30,178,162

DRAFT-FOR INTERNAL DISCUSSION PURPOSES ONLY



GREEN VALLEY RECREATION, INC.

Green Valley Recreation, Inc.
Statement of Activities
Monthly Report: 1/1/2017 - 1/31/2017
YTD Period: 1/1/2017 - 1/31/2017
FY Budget Period: 1/1/2017 - 12/31/2017

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	Monthly Report Actual	Monthly Report Budget	Monthly Report Variance	Year-to-Date Actual	Year-to-Date Budget	Year-to-Date Variance	Fiscal Year Budget	Remaining FY Budget
Revenue								
1 Member Dues	545,965	546,922	(957)	545,965	546,922	(957)	6,541,680	5,995,715
2 Life Care, Transfer, Tenant & Add'l Card Fee	174,526	55,965	118,561	174,526	55,965	118,561	671,580	497,054
3 Facility Rent	1,013	3,000	(1,987)	1,013	3,000	(1,987)	21,000	19,987
4 Programs	53,785	59,167	(5,382)	53,785	59,167	(5,382)	341,401	287,616
5 Instructional	91,600	88,560	3,040	91,600	88,560	3,040	352,165	260,565
6 Advertising Income	6,120	4,000	2,120	6,120	4,000	2,120	48,000	41,880
8 Communication	4,740	0	4,740	4,740	0	4,740	54,504	49,764
9 NMC/Initial Fees	130,256	179,386	(49,130)	130,256	179,386	(49,130)	2,130,632	2,000,376
12 Interest Income	5,056	17,925	(12,869)	5,056	17,925	(12,869)	215,100	210,044
13 Other Income	10,034	2,000	8,034	10,034	2,000	8,034	24,000	13,966
14 Marketing Events	275	0	275	275	0	275	0	0
Revenue	1,023,370	956,925	66,445	1,023,370	956,925	66,445	10,400,062	9,376,967
Expenses								
17 Wages, Benefits, Payroll Expenses	299,388	376,838	(77,450)	299,388	376,838	(77,450)	4,560,134	4,260,746
18 Commercial Insurance	15,333	16,700	(1,367)	15,333	16,700	(1,367)	200,400	185,067
19 Conferences & Training	3,181	8,510	(5,329)	3,181	8,510	(5,329)	79,053	75,872
20 Recreation Contracts	96,010	126,767	(30,757)	96,010	126,767	(30,757)	688,429	592,419
21 Supplies	13,410	32,002	(18,592)	13,410	32,002	(18,592)	375,325	361,915
22 Advertising	0	1,250	1,250	0	1,250	1,250	15,000	15,000
23 Bank & Credit Card Fees	33,226	10,417	(22,809)	33,226	10,417	(22,809)	81,004	47,778
24 Professional Fees	7,337	25,000	(17,663)	7,337	25,000	(17,663)	285,504	278,167
25 Postage	567	2,020	(1,453)	567	2,020	(1,453)	38,240	37,673
26 Printing	0	1,020	1,020	0	1,020	1,020	68,990	68,990
27 Utilities	81,785	90,057	(8,272)	81,785	90,057	(8,272)	1,080,684	998,899
28 Communications	4,942	707	(4,235)	4,942	707	(4,235)	96,280	91,338
29 Taxes	0	0	0	0	0	0	14,700	14,700
30 Furniture & Equipment	7,846	30,527	(22,681)	7,846	30,527	(22,681)	143,049	135,203
31 Vehicles	3,871	6,250	(2,379)	3,871	6,250	(2,379)	75,000	71,129
32 Information Technology	699	101,850	(101,151)	699	101,850	(101,151)	134,750	134,051
33 Facility Maintenance	7,000	63,972	(56,972)	7,000	63,972	(56,972)	562,134	555,134
34 Major Projects-Repair & Maintenance	7,032	11,522	(4,490)	7,032	11,522	(4,490)	459,252	452,220
35 Unrealized gain/loss on Invest.	(21,016)	1,000	22,016	(21,016)	1,000	22,016	4,000	25,016
36 Fees & Assessments	1,106	6,625	(5,519)	1,106	6,625	(5,519)	75,150	74,044
37 Dues & Subscriptions	998	4,125	(3,127)	998	4,125	(3,127)	9,200	8,202
38 Food & Catering	4,218	5,442	(1,224)	4,218	5,442	(1,224)	52,500	48,282
39 Travel & Entertainment	3,254	4,000	(746)	3,254	4,000	(746)	24,000	20,746
40 Other Operating Expense	1,128	5,539	(4,411)	1,128	5,539	(4,411)	77,854	76,726
41 Provision for Bad Debt	10,252	2,000	(8,252)	10,252	2,000	(8,252)	24,000	13,748
42 Depreciation	113,067	111,500	(1,567)	113,067	111,500	(1,567)	1,338,000	1,224,933
Expenses	694,634	1,045,640	351,006	694,634	1,045,640	351,006	10,562,632	9,867,998
Excess or (Deficiency) of Revenue Over Expenses	328,736	(88,715)	417,451	328,736	(88,715)	417,451		



Green Valley Recreation, Inc.

Variance Report

Monthly Report: 1/1/2017-1/31/2017

Row	Revenue	Year-to-Date	Budget	Variance	% Variance
2	Life Care Fees	18,430	1,750	16,680	90.50%
	Guest Card Fees	53,385	6,250	47,135	88.29%
	Tenant Fees	62,920	16,667	46,253	73.51%
9	New Member Capital Fees	125,586	173,386	(47,800)	-38%
12	Interest Income	5,056	17,925	(12,869)	-255%
13	Other Income	10,034	2,000	8,034	80%
	Expense	Actual	Budget	Variance	% Variance
17	Wages	221,038	267,098	46,060	21%
	Payroll taxes	7,292	24,084	16,792	230%
	401(k) Match	8,180	14,439	6,259	77%
	Employee Recognition	108	3,020	2,912	2696%
19	Conferences & Training	3,181	8,510	5,329	168%
20	Recreation Contracts	92,870	126,767	33,897	36%
21	Supplies	13,344	32,002	18,658	140%
23	Bank & Credit Card Fees	33,226	10,417	(22,809)	-69%
27	Professional Fees	7,337	25,000	17,663	241%
30	Furniture & Equipment	7,800	30,527	22,727	291%
32	Information Technology	699	101,850	101,151	14471%
33	Facility Maintenance	7,000	63,972	56,972	814%

More Lifecare Fees than budgeted
 More Guest Cards purchased than budgeted
 More add'l Cardholder cards purchased

Fewer home sales closed in January than budget

Lower earnings in Jan than budgeted

More Dues Payment Plan set-up fees than budget

Wages lower than budget due to open positions
 Lower payroll taxes due to lower wages
 Lower 401(k) participation
 Less employee recognition than budgeted

Trainings scheduled for later in 2017

Timing variance on performances

Computer Hardware for Perfect Mind

Most CC transactions occur in January

Legal & P.R. Fees less than budgeted

Equip maint & new furniture under budget

IT expenses related to Perfect Mind

Facility assessments done in January to plan

Corporate Resolution

BE IT RESOLVED, that in a regularly scheduled meeting of the Board of Directors of Green Valley Recreation, Inc., an Arizona corporation held on February 28 , 2017 , the following person, Joe Gunton as Board President of Green Valley Recreation, Inc., an Arizona corporation, has been designated as authorized signer for the acquisition, assignment, sale of real estate, including but not limited to borrowing, related to the purchase of the property referred to as 333 West Paseo Del Prado, Green Valley, AZ 85614 until revised by a resolution of the Board. The Corporate Resolution shall affirm that the adoption of this resolution is valid and revisions have not been made by the Board.

Dated: February 28, 2017

Secretary:

Signature

Jim Nelson

Printed Name

State of Arizona _____)

_____)

ss.

County of Pima _____)

This instrument was acknowledged before me this _____ day of _____, 2017

by _____ whose identity was proved to me on the basis of satisfactory evidence to be the person whose name is subscribed to this document, and who acknowledged that he/she signed the above/attached document.