



UWF Business Enterprises, Inc. Scenic Hills Country Club Workgroup
UWF Main Campus, Building 90, Room 106 North Conference Room
September 14, 2015

A conference call of the SHCC Workgroup was held on September 14, 2015, to review and discuss information and data regarding next step actions to put forth to the BEI Board that creates a stable financial future for the SHCC that ensures UWFs and BEIs investments achieve at a minimum revenue neutral position, and/or attains a revenue enhancing operation.

Workgroup Attendees: KC Clark [BEI Chair], Suzanne Lewis [BEI Board Member], Jay Patel [BEI Board Member], Jerry Maygarden, Ed Ranelli, and Dan Lucas.

Staff: Steve Cunningham, Pat Lott, Betsy Bowers, Tiffany Nisewonger, and Tammy Ford

Guests: Edward Morris [student]

Folllow Up to the August 27, 2015 Workgroup meeting:

- 1) Suzanne Lewis: Meeting with Jerry Pate. The meeting with Mr. Pate is scheduled for later this month.
- 2) Jay Patel/Pat Lott: Meeting with Hiram Cook. Mr. Cook expressed interest in SHCC if BEI/UWF chooses to lease the facilities. SHCC has the best club facilities and is the largest competitor in the Pensacola area.
- 3) Jay Patel/Janice Gilley: Meeting with Escambia County Commissioner Barry. Commissioner Barry will stand by BEI/UWF in whatever decision is made about SHCC. He would support bringing county wide youth programs to SHCC and could help with funds. SHCC may qualify for stormwater or infrastructure work.
- 4) Pat Lott: Highlights of Q&A Memo dated September 4, 2015. Can we terminate the Chartwells dining service agreement at Scenic Hills? Yes, terminable on 90 days notice. How much money does BEI get from Chartwells at Scenic Hills? The Scenic Hills contract provides that BEI receives commissions from sales at Scenic Hills at the same commission rate as it does under the main campus contract plus 50% of the room rental fees in connection with special events. Net sales at Scenic Hills totaled about \$595,498 for last fiscal year; accordingly, the amount of commission attributable to those sales was about \$13,399.
- 5) Ed Ranelli/Angela: Highlights of Ranelli's financial data requests including 3 year proforma dated September 8, 2015 and other funding sources. The requested reports were provided by Angela and Dr. Barnett. Dr. Ranelli reviewed the data and inquired if the numbers provided included capital expenses? Yes, this includes 50k in capitalization expenses. Can our lease with Chartwells be terminated? Yes.

Formulate Next Step Recommendations to present to the BEI Board on September 21, 2015:

- 1) Immediate Stop Gap recommendations regarding cash flow needs: University funds for full time marketing, insurance costs, debit service, etc.
- 2) Prepare and issue as soon as possible an RFP/ITN for leasing SHCC.
- 3) Create sub workgroup to develop course improvement (range/practice facilities) Concept, Cost and Funding feasibility alternatives.

Respectfully submitted,

Tammy Ford, Assistant Staff Support Secretary