



OPEN MEETING

**REGULAR MEETING OF THE GOLDEN RAIN FOUNDATION COMMUNITY
ACTIVITIES COMMITTEE**

Thursday, May 9, 2019 – 1:30 p.m.

**Laguna Woods Village Community Center Board Room
24351 El Toro Road**

AGENDA

1. Call to Order
2. Acknowledgment of Media
3. Approval of the Agenda
4. Approval of Meeting Report for March 14, 2019
5. Chair's Remarks
6. Member Comments (Items Not on the Agenda)
7. Department Head Update
 - a. Recreation and Special Events - Jennifer Murphy
 - b. Golf Operations - Tom McCray
 - c. Golf Maintenance - Sean Cincotta

Consent:

8. National Vending Update
9. Dashboard
10. Recreation eBlast

Reports:

11. 27 Hole Golf Course Summer Closures
12. Emeritus Parking Pass Fee Increase

Items for Discussion and Consideration:

13. Senior Brains Foundation
14. Drop-In Lounge TV Update
15. Financial Statement
16. Emeritus Survey Update

Items for Future Agendas:

17. GRF Recreation and Special Events Department Policies and Procedures, Clubs/Groups/Organizations Revisions

Concluding Business:

18. Committee Member Comments
19. Date of Next Meeting – July 11, 2019 at 1:30 p.m.
20. Adjournment

Annette Sabol Soule, Chair
Brian Gruner, Staff Officer
Telephone: 597-4270

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OPEN MEETING

REPORT OF THE REGULAR MEETING OF THE GOLDEN RAIN FOUNDATION COMMUNITY ACTIVITIES COMMITTEE

Thursday, March 14, 2019 – 1:30 p.m.
Board Room

MEMBERS PRESENT: Annette Sabol Soule-Chair, Diane Phelps, Bunny Carpenter, Sue Margolis, Joan Milliman, Cush Bhada, Andre Torng, Leon St. Hilaire, Shaun Tumpane

MEMBERS ABSENT: Ryna Rothberg

OTHERS PRESENT: Annie McCray, Beth Perak, and Cash Achrekar were present in audience

STAFF PRESENT: Brian Gruner, Jennifer Murphy, Jackie Kupfert, Kristin Olsen, Mark Costello, Siobhan Foster

Call to Order

Chair Sabol Soule called the meeting to order at 1:32 p.m.

Acknowledgement of Media

There was no press present.

Approval of Agenda

A motion was made to switch #6 Department Head Update and #7 Member Comments.

The motion carried unanimously.

Approval of Committee Report for January 10, 2019

A motion was made, and by consensus, the report was approved.

Chair's Remarks

Chair Sabol-Soule wished all a Happy St. Patrick's Day. Saddleback Emeritus classes will be on spring break March 17 through March 23 and cancelled March 29 to observe Cesar Chavez Day. Spring semester ends May 22; summer session begins May 28 through August 10; fall semester begins August 19. The City of Laguna Woods produces a Guide to Golf Cart and Low-Speed Vehicle Use in the City of Laguna Woods which is suggested reading along with information on our website and the Laguna Woods Village YouTube channel. The GRF Landscape Committee meeting schedule for March 20 has been cancelled. The next regular meeting will be held on May 15 at 1:30 p.m. in the Board room. The next CAC meeting will be held on Thursday, May 9 at 1:30 p.m. in the Board room.

Member Comments (*Items Not on the Agenda*)

Members spoke on the following topics: exception to policy about flyer approval including checks being made to travel company instead of club representative; Saddleback Emeritus petition to reinstate courses dropped and to cease cutting classes; health problems with pets and neighbors due to Round-Up use; June 9 event requesting financial assistance from Recreation for the program; an ad hoc committee commissioned in the past to study Saddleback Emeritus; the concurrent Emeritus discussion and constant review of the Emeritus program.

Director Milliman inquired about requirement of verbiage on referenced flyer and as to whether another club member may collect monies. Ms. Murphy stated the flyer was originally approved, but was flagged due to club not collecting payment as it appeared as the business was collecting monies. The resident stated no club member is available to collect monies at this time. Chair Soule stated no exceptions at this time.

Mr. Gruner stated 15 cancelled Emeritus classes were identified as servicing a higher number of non-residents. GRF Chair Perak stated many letters were received regarding members not able to register for classes as they were at capacity which included many non-residents. Per direction of Director Milliman, Mr. Gruner will cross-reference the classes on the petition with the eliminated classes. Mr. Gruner stated jewelry classes were added by the Recreation Department. Director Carpenter stated she attends many classes, has always been able to register and would like another review of the classes. Director Margolis stated she takes many classes, but does have difficulty getting into the classes on occasion and would like Recreation to review these classes including a poll of the room supervisors. Advisor Tumpane inquired to size of classes that were eliminated. Director Torng inquired about limiting outside attendees. Chair Soule suggested increasing parking fees to deter outside attendees. Chair Soule confirmed many letters were received regarding members not able to attend classes due to capacity. Mr. Gruner stated he would like to evaluate the program once the Saddleback Emeritus survey is complete as many surveys have been returned to Saddleback Emeritus Director, Dan Predoehl.

Chair Soule stated Round-Up is being discussed in Landscape and solutions are being researched. Director Carpenter stated Third Mutual is not using Round-Up.

Mr. Gruner stated Recreation does not typically help clubs financially with few exceptions currently. Director Milliman stated Village residents may contribute by charging admission and a donation box could be posted. The event organizer stated advertising has already been posted. Advisor Tumpane inquired as to revenue brought in with these events in the past.

Staff was directed to not subsidize the event on June 9.

Report of the Recreation and Special Events Director

Mr. Gruner stated specialty dinners are all selling out. Lunar New Year was held at Performing Arts Center to highlight cultural events. Valentine's Day Dinner hosted at Clubhouse 1 sold out with a special photo gift given to the attendees. The Spouse Whisperer and first annual Oscar viewing night were held at the Performing Arts Center. The Mardi Gras event at Clubhouse 1 sold out. Bus excursions have had extensive waiting lists due to popularity each month and Recreation installed a new lottery system which is well received.

Facility enhancements include new chairs to be purchased at all clubhouses; replacement of canopies at Pool 1; the review of renovation plans for the Performing Arts Center with another review upcoming; replacement of all pool furniture; reopening of Pool 5 after extensive replastering required; extensive weeding project at the Garden Centers; creation of a Garden Center newsletter to better communicate with gardeners.

Volunteer day at the Garden Centers was successful and included help from the Lion's Heart organization. A Garden Center open house was hosted last Saturday to encourage leasing of available plots.

Operational improvements include the implementation of a staff responsibility checklist (cleaning, walk-throughs, maintenance reporting, etc.); Emeritus surveys are still being received and the Emeritus Director shared they look very positive; staff attended the CPRS Mini-Conference in Laguna Hills on January 24 with many break-out sessions giving Staff new ideas on programming and better customer service. Mr. Gruner would like to invite CAC members to attend this Mini-Conference next year; Staff will be conducting in-house training; ESL program has approximately 80 participants and continues to be very popular.

Mr. Gruner stated Recreation is aware of the light bulbs at the Performing Arts Center needing replaced, however they are very high and replacements must be coordinated with other departments. Staff is working to resolve this issue.

Clubhouse 1 Dining room cleanliness is being addressed by Staff daily.

The Clubhouse 1 Mini-Gym light covers are going to be fixed as they are not the proper covers for the existing LED lights installed two years ago. Recreation is coordinating with Maintenance on scheduling this repair.

Director Phelps stated the Pickleball courts are now open and asked to clarify lights in Mini-Gym. Mr. Gruner stated the lights were retrofitted and the cover was not originally secured properly.

Ms. Murphy reported the St. Patrick's Day dinner is Sunday and has sold out. The Monday movie, Bohemian Rhapsody, will be shown at the Performing Arts Center on Monday, March 18. The Health and Wellness Expo will be held on March 21 and March 22 at Clubhouse 5, 11 a.m. to 3 p.m. This complimentary event will provide Residents with chicken wraps and cooling towels while supplies last, a sponsor fair with over 30 sponsors, fitness demos, fitness machine tutorials, lectures, aquatic demos, and over \$500 in prizes. The Saturday Night Dance will be held on March 23 at Clubhouse 5 with the Funky Hippeez for only \$5. On April 3, a specialty Mexican Dinner will be hosted at Clubhouse 1 for \$16 per person. On April 6, the Village Bazaar will be hosted at Clubhouse 5 with doors opening at 10 a.m. (vendor tables are sold out). Village Games begins on April 8 with over 20 competitions. Registration is in the Fitness Centers. The Easter Buffet will be held at Clubhouse 5 on April 21 at 1 p.m. Cost is \$24 for adults, \$12 children 6 to 10, with children under 5 free. Easter at the Equestrian will be hosted at the Equestrian Center on April 20 at 10 a.m. Ms. Murphy reported on the following Recreation classes: ESL instructor meeting regarding the offer of citizenship classes; Stressless Mindful Meditation continues to fill each session and Dr. Rubin added another class to help accommodate high level of interest; new classes with Janet Gilliam will be introduced, Chairbics and Midlife Crisis class.

Ms. Murphy stated the CPRS installation and awards banquet will be hosted this year in April at Clubhouse 2. GRF Director Perak will host the welcoming address to the attendees.

Ms. Olsen stated the Equestrian Center has been closed often due to rain, but they are returning to regular operations. During closures, Staff conducted inventories on veterinarian supplies, grooming supplies, extra tack, and event supplies. Staff also completed the inspection of horses' current tack-saddle, saddle pads, bits, bridles, and accessories. Staff reviewed the fit and condition of all items, noting any issues needing repair and/or future replacement of those that did not fit high standards. Staff is devising new riding program information sheets and forms for assessments, as well as updating the operating rules, feeding instructions, maintenance and repair checklists to provide a safe, clean and aesthetically pleasing facility with fun and educational programming. Staff is increasing communication with the boarders with the use of a dry-erase board, implementation of a facility maintenance request clipboard and will be implementing an activities calendar to post with events, classes, seminars, programs, etc. As in the past, quarterly boarder meetings (with adding special meetings to keep current if necessary) have been scheduled for 2019. All boarders have been provided with current operating rules to encourage compliancy. Staff is encouraging boarders to visit the office should they have any concerns. Relations with the Saddle Club have been improved with continual meetings with club board members. The Saddle Club has been very supportive of the riding program and the GRF horses. They provided volunteers and a fund-raising booth at the Harvest Hoedown last October and they will sponsor the pony rides and provide volunteers at the upcoming Easter at the Equestrian Center event. Staff currently has approximately 45 assessments that must be completed due to rain closure, but is working diligently to catch up. A message is provided on the answering machine for those instances when the riding program must be suspended for any reason. The Equestrian Center Riding program consists of lessons and trail rides for those who complete an initial riding assessment; the stated information on the website is incorrect as it implies that horses can be "rented" without assessment. Signage is being assessed for updating. Proposed educational classes may include horsemanship in conjunction with a volunteer program, fit-to-ride program to improve strength, balance, flexibility, and endurance to prepare for riding or to improve riding, overcoming the fear of horses for safe interaction, horse care programs, outreach programs with other clubs and outside organizations, and a sponsorship program with a horse calendar. Ms. Olsen would like to include events or outings that encompass equine education including brown bag lunch or "Hang with the Horses" days to encourage resident visitors to the Equestrian Center. Upcoming events include Easter at the Equestrian Center on Saturday, April 20 from 9 to 11a.m., Village Games-Equestrian portion on Saturday, April 27 starting at 9 a.m., Equestrian Center Horse Show tentatively on May 11, Riding Program Play Day tentatively on June 22. Ms. Olsen stated she sees a lot of potential at the Equestrian Center.

Director Carpenter inquired as to cost and interest of classes/instructors and stated many of the boarders are "seasoned." Ms. Olsen stated she has a class interest list in the Equestrian office. There are currently many newer horse owners in the Village with only a few "seasoned." Ms. Olsen will work with Mr. Gruner on cost of classes/instructors. Director Carpenter inquired as to whom will update the operating rules as she would like CAC to review prior to completion. Director Carpenter inquired about sponsorship and volunteer program. Mr. Gruner asked Director Carpenter to come speak with him for clarification after the meeting. Chair Soule would like to attend this meeting.

Mr. Gruner introduced Mark Costello, Recreation Leader, from the Garden Centers. Mr. Costello reported staff is working to improve customer service and compliance enforcement, increase and improve communications at all levels, and alleviate current concerns. Office hours are standardized

(8 a.m. to noon, Monday through Friday). Staff is working on volunteer recruitment. The Garden Center Open House was very successful and helped reduce the waiting list with placement of 35 plots in this one day. Staff is making garden plots accessible to a variety of residents and is currently evaluating hosting another farmer's market. Jesus Lua will be scheduled to work equal hours at both Garden Centers for problem solving. Staff is resolving double plot assignments. New color coded procedures are in place to assist with compliance. The Garden Center newsletter has increased communications for Garden Center members. Many compliance letters sent have resulted in gardeners cleaning their plots. A commercial pest control company was unable to assist with rodents, but the introduction of wild cats has been very helpful. New locks were installed at Garden Center 1 and staff is implementing a "good neighbor" policy to encourage happy gardening.

Director Bhada inquired as to any open plots. Mr. Costello stated there may be some and please visit the Garden Center office to confirm. Director Margolis stated the number of plots available will increase once current gardeners receive their billing statement as many may not want to continue leasing a plot.

At this time, #15 under Items for Discussion and Consideration was moved in order to have Director Cash Achrekar present.

Senior Brains Foundation - Director Achrekar stated the proposal of the Senior Brains Foundation.

Staff was directed to move Senior Brains Foundation to Items for Future Agendas.

CONSENT

A motion was made, and by consensus, the consent calendar was approved.

REPORTS

Shade Structure for Pool 5 – Mr. Gruner stated the staff recommendation of not designing and building a permanent pool shade structure over Pool 5.

A motion was made to support staff recommendation to not design and build a permanent shade structure over Pool 5.

Discussion ensued.

The motion carried unanimously.

Comprehensive Staff Training Day - Mr. Gruner stated the staff recommendation of closing all Department of Recreation and Special Events facilities on Wednesday August 14, 2019 from 1 to 4 p.m. for a comprehensive training day for all departmental employees.

A motion was made to support two separate days for comprehensive training for all departmental employees to avoid any closure.

Discussion ensued.

The motion failed 1-4-1-1. (Chair Soule abstained; Director Torng was absent)

A motion was made to approve staff recommendation to close facilities with caveat that the golf facility may remain open on August 14, 1 to 4 p.m. during a comprehensive staff training day.

Discussion ensued.

The motion carried unanimously.

Drop-In Lounge TV Proposal - Ms. Murphy stated the staff recommendation of reinstallation of the Drop-In Lounge television with restricted programming and closed captioning to Village Television (TV6). In addition, Staff recommends the purchase and installation of two secured electronic tablets that can be used for accessing other news and entertainment.

A motion was made to accept staff recommendation of reinstalling the Drop-In Lounge television with restricted programming and closed captioning to Village Television (TV6) with no tablets to be purchased or installed.

Discussion ensued.

The motion carried 3-2-2. (Director Torng and Director Carpenter absent)

Increase of Tree Plot Fees - Mr. Gruner stated the staff recommendation to review and approve raising the annual tree plot rental fee from \$30 to \$50 per year, to offset operating costs associated with maintaining trees at Garden Center 1 and 2; and to revise Garden Center Rental Pricing Resolution 90-13-01 from a 90 percent to an 84 percent community shared percentage.

Discussion ensued.

A motion was made to approve raising the annual tree plot rental fee from \$30 to \$50 per year and to revise Garden Center Rental Pricing Resolution 90-13-01 from a 90 percent to an 84 percent community shared percentage.

The motion carried 5-1-1. (Chair Soule abstained; Director Torng absent)

ITEMS FOR DISCUSSION AND CONSIDERATION

Congressional Town Hall - Member spoke to hosting a Congressional Town Hall featuring U. S. Representative for 45th Congressional District Katie Porter for Laguna Woods Village residents with inviting surrounding existing communities and would like exception to policy that states hosting resident must limit free reservation notice of three days and gate clearance notice requirement of four days.

A motion was made to allow this free reservation with cap on number of attendees.

Discussion ensued.

The motion failed 3-3-0. (Director Torng was absent)

Clubhouse 4 Renaming Survey Results – Mr. Gruner stated the survey results of the survey to change the name of Clubhouse 4. Majority of those surveyed stated no change to name of Clubhouse 4 is warranted.

Set Up Fees – Mr. Gruner stated a letter was sent to club presidents regarding set up fees (\$22 per hour for staff time in assistance to set up club events not in reservable space). This fee is already in place and is not a new fee. Should a club only need 30 minutes for set up they will be charged only \$11 (one-half of the set up hourly fee).

Drop-In Lounge Volunteers - Mr. Gruner stated the Drop-In Lounge volunteer program was eliminated in September, 2018. Many volunteer opportunities are available for those that would like to volunteer in the community.

A motion was made to interview potential Drop-In Lounge volunteers and to institute a card system for staff when supplies are to be replenished.

Discussion ensued.

The motion failed 0-5-1-1 (Chair Soule abstained; Director Torng absent)

ITEMS FOR FUTURE AGENDAS

Financial Statements

CONCLUDING BUSINESS

Committee Member Comments

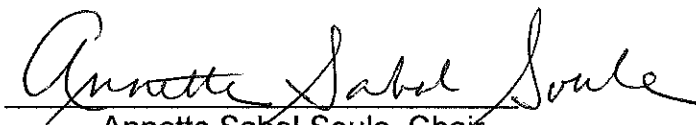
Director Milliman wished all a Happy St. Patrick's Day.

Date of Next Meeting

The next regular meeting of the GRF Community Activities Committee will be held at 1:30 p.m. at the Community Center in the Board Room on Thursday, May 9, 2019.

Adjournment

There being no further business, the Chair adjourned the meeting at 5:34 p.m.


Annette Sabol Soule, Chair



NATIONAL
VENDING

Client Commission Statement

January, 2019

Attachment 1

Property Name	Service	Machine Location	Period	Gross Sales	Net Sales	Recd by NV	Paid to Client
Laguna Woods Village	Bev'g Vending	Golf Pro Shop-Village Greens	1	\$318.20	\$287.05	\$43.06	\$21.53
Laguna Woods Village	Bev'g Vending	Clubhouse 3	1	\$223.35	\$201.50	\$30.23	\$15.12
Laguna Woods Village	Bev'g Vending	Community Center Bldg 2nd Floor	1	\$214.60	\$205.56	\$30.84	\$15.42
Laguna Woods Village	Snack Vending	Clubhouse 1	1	\$187.55	\$183.03	\$27.45	\$13.73
Laguna Woods Village	Snack Vending	Golf Pro Shop-Village Greens	1	\$177.65	\$173.37	\$26.00	\$13.00
Laguna Woods Village	Snack Vending	Maintenance Bldg	1	\$174.05	\$169.85	\$25.48	\$12.74
Laguna Woods Village	Snack Vending	Clubhouse 4	1	\$172.80	\$168.63	\$25.30	\$12.65
Laguna Woods Village	Bev'g Vending	Vehicle Maintenance	1	\$170.05	\$141.75	\$21.26	\$10.63
Laguna Woods Village	Bev'g Vending	Maintenance Bldg	1	\$163.20	\$142.94	\$21.44	\$10.72
Laguna Woods Village	Bev'g Vending	Clubhouse 1	1	\$158.75	\$142.69	\$21.40	\$10.70
Laguna Woods Village	Snack Vending	Clubhouse 3	1	\$154.70	\$150.97	\$22.64	\$11.32
Laguna Woods Village	Snack Vending	Community Center Bldg 2nd Floor	1	\$143.00	\$139.55	\$20.93	\$10.47
Laguna Woods Village	Bev'g Vending	9 Hole Golf Shack	1	\$138.25	\$120.49	\$18.07	\$9.04
Laguna Woods Village	Snack Vending	Clubhouse 5	1	\$116.95	\$114.13	\$17.12	\$8.56
Laguna Woods Village	Snack Vending	Vehicle Maintenance	1	\$112.90	\$110.18	\$16.53	\$8.27
Laguna Woods Village	Bev'g Vending	Clubhouse 1	1	\$95.00	\$84.60	\$12.69	\$6.35
Laguna Woods Village	Bev'g Vending	Clubhouse 5	1	\$85.90	\$76.34	\$11.45	\$5.73
Laguna Woods Village	Bev'g Vending	Clubhouse 4	1	\$80.45	\$70.00	\$10.50	\$5.25
Laguna Woods Village	Snack Vending	9 Hole Golf Shack	1	\$63.45	\$61.92	\$9.29	\$4.65
Laguna Woods Village	Bev'g Vending	Clubhouse 2	1	\$60.25	\$52.47	\$7.87	\$3.94
Laguna Woods Village	Bev'g Vending	Clubhouse 7-Driving Range	1	\$56.45	\$51.04	\$7.66	\$3.83
Laguna Woods Village	Snack Vending	Clubhouse 7-Driving Range	1	\$39.20	\$38.26	\$5.74	\$2.87
Laguna Woods Village	Bev'g Vending	Stables Equestrian	1	\$13.15	\$11.50	\$1.72	\$0.86
				\$3,119.85	\$2,897.82	\$434.67	\$217.34



NATIONAL
VENDING

Client Commission Statement

February, 2019

Attachment 2

Property Name	Service	Machine Location	Period	Gross Sales	Net Sales	Recd by NV	Paid to Client
Laguna Woods Village	Bev'g Vending	Clubhouse 3	2	\$205.00	\$183.47	\$27.53	\$13.77
Laguna Woods Village	Bev'g Vending	Clubhouse 5	2	\$190.05	\$169.68	\$25.45	\$12.73
Laguna Woods Village	Snack Vending	Clubhouse 1	2	\$178.00	\$173.71	\$26.06	\$13.03
Laguna Woods Village	Snack Vending	Clubhouse 4	2	\$167.45	\$163.41	\$24.51	\$12.26
Laguna Woods Village	Snack Vending	Clubhouse 5	2	\$155.95	\$152.19	\$22.83	\$11.42
Laguna Woods Village	Bev'g Vending	Golf Pro Shop-Village Greens	2	\$153.40	\$137.22	\$20.58	\$10.29
Laguna Woods Village	Snack Vending	Maintenance Bldg	2	\$148.30	\$144.73	\$21.71	\$10.86
Laguna Woods Village	Snack Vending	Community Center Bldg 2nd Floor	2	\$125.50	\$122.48	\$18.37	\$9.19
Laguna Woods Village	Snack Vending	Clubhouse 3	2	\$119.05	\$116.18	\$17.43	\$8.72
Laguna Woods Village	Bev'g Vending	Community Center Bldg 2nd Floor	2	\$115.80	\$102.92	\$15.44	\$7.72
Laguna Woods Village	Bev'g Vending	Clubhouse 4	2	\$115.75	\$101.53	\$15.23	\$7.62
Laguna Woods Village	Bev'g Vending	9 Hole Golf Shack	2	\$115.15	\$101.01	\$15.15	\$7.58
Laguna Woods Village	Snack Vending	Vehicle Maintenance	2	\$110.75	\$108.08	\$16.21	\$8.11
Laguna Woods Village	Bev'g Vending	Clubhouse 1	2	\$106.75	\$95.02	\$14.25	\$7.13
Laguna Woods Village	Bev'g Vending	Vehicle Maintenance	2	\$105.95	\$93.62	\$14.04	\$7.02
Laguna Woods Village	Bev'g Vending	Maintenance Bldg	2	\$99.60	\$86.59	\$12.99	\$6.50
Laguna Woods Village	Bev'g Vending	Clubhouse 1	2	\$98.45	\$87.32	\$13.10	\$6.55
Laguna Woods Village	Snack Vending	Golf Pro Shop-Village Greens	2	\$92.70	\$90.47	\$13.57	\$6.79
Laguna Woods Village	Bev'g Vending	Clubhouse 7-Driving Range	2	\$63.25	\$55.85	\$8.37	\$4.19
Laguna Woods Village	Snack Vending	9 Hole Golf Shack	2	\$58.00	\$56.60	\$8.49	\$4.25
Laguna Woods Village	Bev'g Vending	Clubhouse 7-Driving Range	2	\$54.05	\$49.44	\$7.42	\$3.71
Laguna Woods Village	Snack Vending	Clubhouse 7-Driving Range	2	\$29.95	\$29.33	\$4.38	\$2.19
				\$2,608.85	\$2,420.85	\$363.11	\$181.56



Upcoming Recreation Events 2019

May 12:	Mother's Day Buffet at Clubhouse 5 at 1 p.m.
May 13:	Soup and Salad Buffet at Clubhouse 7 at 5:30 p.m.
May 18:	Men's Golf Club Memorial Tournament
May 20:	Movie (The Old Man and the Gun) at PAC at 7:30 p.m.
May 20:	Brisket Dinner at Clubhouse 5 at 5:00 p.m.
May 27:	Memorial Day Concert/Event at PAC at 10 a.m.
June 4:	Timeless Melodies at Clubhouse 2 at 1:30 p.m.
June 5:	Steak Dinner at Clubhouse 1 at 5:30 p.m.
June 6:	Patio Concert at Clubhouse 1 at 6:30 p.m.



Exciting News!

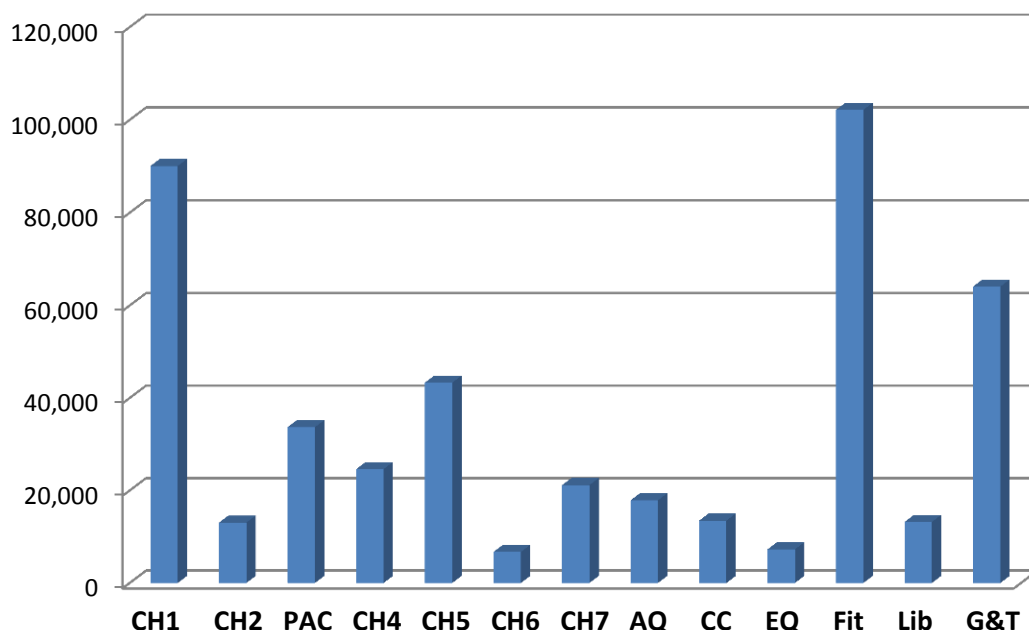
Residents may now view room reservation times online by following the steps below:

- *Visit lagunawoodsvillage.com
- *Click Amenities and then Recreation
- *Scroll to Facility Rental for details

Top Recommended Classes

- 1 Fitness with Janet Gilliam
- 2 Mindful Movement Yoga
- 3 Citizenship Class

Facility Usage (2019 YTD)



In 2018, Recreation facilities were visited by 1.3 million people proving that the Village is Thriving each and every day.

WEDNESDAY, APR3

Clubhouse 1
Main Lounge
Dinner 5:30



Mexican Buffet

Doors open at 5 p.m. Jolanda's menu features chips and salsa, sour cream and cheese enchiladas, chicken fiesta, chili relleno casserole, rice with fresh cilantro, refried beans, black bean and corn salad, Caesar salad and tresleches cake. Clubhouse 1 will provide wine glasses for guests who bring their own wine. Tickets are \$16. For more information, call 949-597-4281 or email recreation@vmsinc.org.

SATURDAY, APR6

Clubhouse 5
10 a.m. to 2 p.m.



Village Bazaar

Browse for-sale wares and second-hand items from Laguna Woods Village artisans and vendors. Refreshments available for purchase. For more information, call 949-597-4382.

MONDAY, APR8

Clubhouse 7
5:30 p.m.



Soup and Salad Buffet

Jolanda's menu features hot chicken salad with cranberry mold, fresh fruit salad and spinach salad topped with strawberries and toasted almonds. Soups are curried zucchini, old-fashioned vegetable and fresh mushroom. Dessert includes brownies and lemon squares. Tickets are on sale at Clubhouse 7 for \$12. Residents are welcome to bring their own wine; the clubhouse will supply glasses. Purchase tickets by noon the day before. For more information, call 949-268-2417 or email recreation@vmsinc.org.

MONDAY, APR8

Performing Arts Center 7:30 p.m.



Second Screening of Bohemian Rhapsody

Due to popular demand, "Bohemian Rhapsody," the foot-stomping celebration of Queen, their music and their extraordinary lead singer, Freddie Mercury, will return to the Performing Arts Center for a second screening on Monday, April 8, at 7:30 p.m. No tickets necessary for complimentary movie and popcorn. Other refreshments are available for purchase. For more information, call 949-597-4289 or email recreation@vmsinc.org.

WEDNESDAY, APR10

Clubhouse 1
5:30 p.m.



Italian Dinner

Martinez's menu includes chicken parmesan, lasagna with Italian meat sauce, fresh green salad, hot garlic bread and spumoni ice cream. Tickets are on sale at Clubhouse 1 for \$12. Residents are welcome to bring their own wine; the clubhouse will supply glasses. Purchase tickets by noon the day before. For more information, call 949-597-4281 or email recreation@vmsinc.org.

MONDAY, APR15

Clubhouse 5
5:30 p.m.



Brisket Dinner

Jolanda's menu includes vegetable soup, green garden salad, sliced brisket of beef, mashed potatoes and dessert (sugar free ice cream on request). Tickets are on sale at Clubhouse 5 for \$14.50. Residents are welcome to bring their own wine; the clubhouse will supply glasses. Purchase tickets by noon the day before. For more information, call 949-597-4382 or email recreation@vmsinc.org.

MONDAY, APR15

Performing Arts Center 7:30 p.m.



Free Movie Night: "Book Club"

Diane is recently widowed after 40 years of marriage. Vivian enjoys her men with no strings attached. Sharon is still working through a decades-old divorce. Carol's marriage is in a slump after 35 years. The lives of four lifelong friends are turned upside down after reading the infamous 50 Shades of Grey catapults them into a series of outrageous life choices. From discovering new romance to rekindling old flames, they're each inspired by the scandalous text to hilarious ends. Stars Diane Keaton, Jane Fonda, Candice Bergen and Mary Steenburgen. 2018; 1 hour, 44 minutes.

TUESDAY, APR16

9:30 a.m.



Bus excursion: Irvine Regional Park Farmers Market

Please join us for an excursion to the Irvine Regional Park Farmers Market on Tuesday, April 16. The bus will depart from Clubhouse 1 at 9:30 a.m. and return at approximately 2 p.m. Seats are scheduled by lottery cards only. Residents may enter a card in person at the recreation office or via email at recreation@vmsinc.org. The lottery date deadline is three weeks prior to the date of the excursion. Cards will be drawn for this excursion on Tuesday, March 26. For more information, call 949-597-4273 or email Recreation.

SATURDAY, APR20

Equestrian Center 9 a.m.



Easter at the Equestrian Center

Celebrate spring at the Equestrian Center from 9 to 11 a.m. Children can enjoy pony rides, a petting zoo, an inflatable, crafts and egg hunts. Gather the family to take a selfie with the Easter bunny, visit the horses and more. Admission is free; complimentary refreshments are available while supplies last. Parking is available at the maintenance center employee lot; no parking at the equestrian center or animal hospital. A shuttle bus will be available from 8:30 to 11:30 a.m. For more information, call 949-597-4275 or email recreation@vmsinc.org.

SUNDAY, APR21

Clubhouse 5
1 p.m.



Easter Buffet

Jolanda's menu includes fresh strawberries, Jell-o fruit salad, Caesar/Greek salad, marinated asparagus salad, parsley red potatoes, ham with Cumberland sauce, prime rib, Cornish game hen, cold poached salmon with cucumber dill sauce, assorted desserts, assorted rolls, coffee and tea. The clubhouse will provide wine glasses for guests who bring their own wine. Tickets are on sale at the Clubhouse 5 office. Adults are \$24, children 6-10 are \$12 and children 5 and younger are free. For more information, call 949-597-4382 or email recreation@vmsinc.org.

SATURDAY, APR27

Clubhouse 2
11 a.m. to 5 p.m.



7th Annual Art Affair

The Recreation and Special Events Department is excited to host the 7th Annual Art Affair, where Resident artwork is showcased and available for purchase for lasting enjoyment and appreciation. Entertainment will be provided by The Woods Combo. Food will be available for purchase by Martinez Catering and complimentary beer and wine while supplies last. Spaces go on sale April 1 in the Clubhouse 4 office, Monday through Friday from 9 a.m. to 5 p.m., for \$10 each. Sponsored by Aetna, Humana, ClearCaptions and RehabCare PLUS. For more information, call 949-597-4382 or email recreation@vmsinc.org.

SATURDAY, APR27

Clubhouse 5
6 p.m.



Saturday Night Dance: The Suffragettes

This all-girl cover band plays songs from the 1970s to today's hits and cover many genres including, pop, rock, r&b, country and even a little Latin. GRF no-host bar 6 to 8:30 p.m. \$5 admission at the door. For more information, call 949-597-4382 or email recreation@vmsinc.org.

**SATURDAY,
MAY4**
Clubhouse 5
1 p.m.



Kentucky Derby

Jolanda's menu includes Benedictine tort with pita chips, Derby deviled eggs, pimiento cheese and crackers, fresh fruit, Lexington scalloped potatoes, southern meatball stroganoff with fettuccine noodles, spiral ham with mustard, sausage with peppers and onions, fried chicken, green beans with almonds, fresh baked rolls and butter. For dessert your choice of pecan pie, cheesecake or chocolate cake. For more information, call [949-597-4382](tel:949-597-4382).

**SUNDAY,
MAY5**
Clubhouse 2
5:30 p.m.



Cinco de Mayo Celebration

Martinez's menu includes chiles rellenos, chicken enchiladas, steak fajitas, rice and beans, salad with assorted toppings, fresh fruit, tres leches cake and flan. \$2 margaritas. Entertainment by Mariachi Los Potrillos. Tickets are on sale at Clubhouse 2 for \$18.50. The deadline to purchase tickets is noon the day before. For more information, call [949-268-2486](tel:949-268-2486).

**TUESDAY,
MAY7**
Clubhouse 2
1:30 p.m.



Timeless Melodies: Songs of WWII

Every generation's popular songs offer a unique glimpse of history from that time. The music and lyrics of our great popular songs recall that special time when the tunes sustained 15 million men and women who donned uniforms, worked in factories or kept the home fires burning during the years of World War II. Join us for a special Memorial Day Timeless Melodies event honoring our nation's great patriotic ballads, novelty tunes and sentimental songs, including "This is the Army" "Praise the Lord (and Pass the Ammunition)," "Comin' In on a Wing and a Prayer," "White Christmas" and more. For more information, call [949-597-4286](tel:949-597-4286).

**WEDNESDAY,
MAY8**
Clubhouse 1
5:30 p.m.



Italian Buffet

Clubhouse 1 at 5:30 p.m. Martinez's menu includes chicken parmesan, lasagna with Italian meat sauce, fresh green salad, hot garlic bread and spumoni ice cream. Tickets are on sale at Clubhouse 1 for \$12. The deadline to purchase tickets is noon the day before the dinner. For more information, call [949-597-4281](tel:949-597-4281).

**SUNDAY,
MAY12**
Clubhouse 5
1 p.m.



Mother's Day Buffet

Jolanda's menu includes Caesar salad, seafood ceviche, sliced tomatoes and onions, gravlox and cream cheese, blueberry blitz soufflé, spinach and mushroom quiche, tropical fruit platter, spinach and black bean salad, herb crusted tri-tip with demi glaze, spiral ham with assorted mustards, East Indian mild chicken curry, cold poached salmon with cucumber dill sauce, scalloped potatoes, basmati rice with turmeric, roasted asparagus, rolls and butter. For dessert your choice of carrot cake, lemon meringue pie, chocolate cake or cherry cheesecake. Tickets are on sale at Clubhouse 5. For more information, call [949-597-4382](tel:949-597-4382).

**MONDAY,
MAY13**
Clubhouse 7
5:30 p.m.



Soup and Salad Buffet

Clubhouse 7 at 5:30 p.m. Jolanda's menu includes hot chicken salad with cranberry mold, fresh fruit salad and spinach salad topped with strawberries and toasted almonds. Soups are curried zucchini, old-fashioned vegetable and fresh mushroom. Dessert includes brownies and lemon squares. Tickets are on sale at Clubhouse 7 for \$12. The deadline to purchase tickets is noon the day before. For more information, call [949-268-2417](tel:949-268-2417).

**MONDAY,
MAY20**
Performing Arts Center 7:30 p.m.



Movie Night: The Old Man and the Gun

Monthly free movie night at the Performing Arts Center at 7:30 p.m. At the age of 70, Forrest Tucker makes an audacious escape from San Quentin, conducting an unprecedented string of heists that confound authorities and enchant the public. Wrapped up in the pursuit are detective John Hunt, who becomes captivated with Forrest's commitment to his craft, and a woman who loves him in spite of his chosen profession. Stars Robert Redford, Casey Affleck, Sissy Spacek and Danny Glover. For more information, call [949-597-4289](tel:949-597-4289).

**MONDAY,
MAY27**
Performing Arts Center 1 p.m.



Memorial Day Celebration

Gather at the Village Performing Arts Center for a special Memorial Day celebration. At 1 p.m., memorial services will take place featuring the United States Marine Corps and other speakers. At 2 p.m., the All-American Boys Chorus performs. The event is free. General seating. For more information, call [949-597-4289](tel:949-597-4289) or email recreation@vmsinc.org.

Upcoming Bus Excursions and New Reservation System



The Department of Recreation Services implemented the new bus excursion reservation system. Reservations will be made via a lottery instead of by phone. Residents can enter a lottery "card" in person at the Recreation office or via email at recreation@vmsinc.org. Lottery cards may be submitted for up to four excursions at a time (most current four excursions only). One card may hold up to two seats only. Requests received by email will receive a reply receipt via email. Information will be entered into a spreadsheet for randomization. The lottery deadline is three weeks prior to each excursion. Cards will be drawn on each excursion's lottery deadline, and Residents with reservations will be contacted within 48 hours. Those not drawn will be placed on a wait list and will be called in order as cancellations are received.

Residents may email or visit the Recreation office starting today to submit lottery cards.

Upcoming bus excursions:

- **Angels baseball** (1:07 p.m. game time): Sunday, June 9 (lottery 5/20)
- **Sawdust Festival in Laguna Beach** (4 p.m.): Wednesday, July 17 (lottery 6/26)

Bus excursion dates and/or locations are subject to change. For more information, call [949-597-4273](tel:949-597-4273) or email recreation@vmsinc.org.

Reserve Village Facilities for Your Festive Events



Laguna Woods Village offers Residents seven reservable community facilities for birthdays, anniversaries and gatherings that can accommodate two individuals to dinner parties of up to 400 guests and anywhere in between. To view the calendar, visit the Village website, click Amenities, click Recreation and scroll to Facility Rental for availability and other details, or click [here](https://www.vmsinc.org). Reservations can be made emailing reservations@vmsinc.org, calling [949-597-4273](tel:949-597-4273) or visiting Recreation in the Community Center.

Agenda Item #10

Page 2 of 2

STAFF REPORT

DATE: May 9, 2019
FOR: Community Activities Committee
SUBJECT: 27-Hole Golf Course Summer Closures

RECOMMENDATION

Authorize the closure of nine holes per week, as needed, on the 27-hole golf course when extreme summer weather is negatively affecting the golf course to allow proper maintenance and time for the fairways and greens to recover.

BACKGROUND

In July and August 2018, the golf course was subjected to very high temperatures and above normal levels of humidity. This extreme weather caused extensive stress and damage on the different grass surfaces creating poor playing and maintenance conditions.

DISCUSSION

Authorizing the Recreation and Special Events Department to close one course (nine holes) at a time during extreme summer weather allows maintenance personnel to perform necessary work to preserve the course's playability. In addition, the absence of cart and foot traffic on the fairways and greens will allow the grass to strengthen further.

This closure protocol would only be utilized if absolutely necessary as determined by the golf course maintenance and operation managers.

FINANCIAL ANALYSIS

No financial impact is anticipated. There are fewer golfers in July and August and those interested in playing would be accommodated on the remaining two (nine-hole) courses.

Prepared By: Tom McCray, Golf Operations Manager

Reviewed By: Brian Gruner, Recreation and Special Events Director
Siobhan Foster, Chief Operating Officer

STAFF REPORT

DATE: May 9, 2019
FOR: Community Activities Committee
SUBJECT: Saddleback Emeritus Institute Parking Fee

RECOMMENDATION

Approve increasing the Saddleback Emeritus Institute parking fee to \$50 (spring/fall semester) and \$30 (summer semester) for non-resident students entering the community with a vehicle effective for the 2020 Spring Semester.

BACKGROUND

May 4, 2010 Golden Rain Foundation (GRF) approved a parking fee for all non-resident students beginning fall of 2010; \$20 (spring/fall semester) and \$10 (summer semester) via resolution 90-10-31 (Attachment 1). Non-resident students who walk, cycle or use public transportation to enter the community are issued a pass free of charge.

Saddleback currently charges \$40 per student per semester or \$80 for an annual parking pass. In addition, there is a \$46 per unit enrollment fee and a health fee of \$20 per semester; equating to a minimum of \$196 for a single three unit class.

DISCUSSION

The GRF Student Parking Pass Fee was setup to offset a portion of the operational, facility and administrative costs associated that result from incremental utilization of the facilities. Currently, Resident Services administers parking passes from 9 a.m. to 2 p.m. for two weeks each semester to collect the parking fee; GRF provides and incurs the staffing costs.

FINANCIAL ANALYSIS

The new estimated annual revenue with the proposed increase (\$50 spring/fall, \$30 summer) is \$80,000, approximately \$37,000 more than prior year.

Prepared By: Jennifer Murphy, Recreation Manager

Reviewed By: Brian Gruner, Recreation and Special Events Director
Betty Parker, Chief Financial Officer
Siobhan Foster, Chief Operating Officer

ATTACHMENT(S)

Attachment 1: Resolution 90-10-31
Attachment 2: Previous Annual Parking Pass Revenue
Attachment 3: Estimated Semester Revenue

RESOLUTION 90-10-31

WHEREAS, the Saddleback College Emeritus Institute provides educational services to residents and non-residents of Laguna Woods Village; and

WHEREAS, a concern was raised that non-residents use the equipment and facilities during class time at no charge, while the residents pay monthly assessments to upkeep GRF property;

NOW THEREFORE BE IT RESOLVED, May 4, 2010, that the Board of Directors of this Corporation hereby implements a Student Parking Pass Fee of \$20 per semester (\$10 for summer semester) for non-resident students who take Saddleback College Emeritus Institute courses in Laguna Woods Village, effective with the Fall Semester 2010 enrollment; and

RESOLVED FURTHER, that such fees shall be used to defray the operational and administrative costs, and shall be collected during the time of student gate pass distribution; and

RESOLVED FURTHER, that Resolution 90-09-94 adopted December 1, 2009 is hereby superseded and cancelled; and

RESOLVED FURTHER, that the officers and agents of this Corporation are hereby authorized on behalf of this Corporation to carry out the purpose of this Resolution.

Attachment 2: Previous Year Annual Revenue

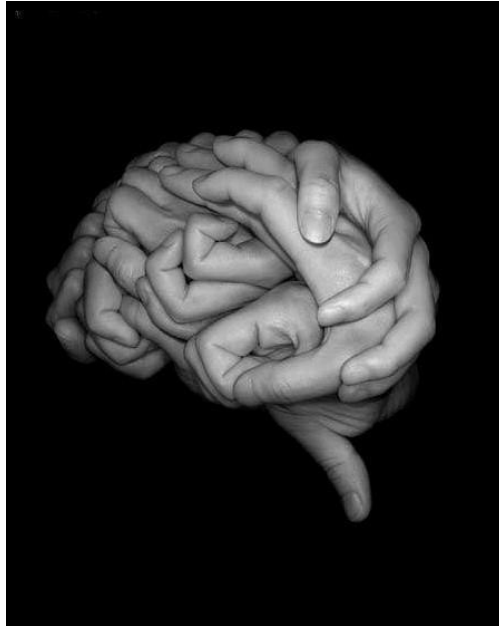
Year	Fee	Total Revenue
2013	Spring/Fall \$20, Summer \$10	\$32,710
2014	Spring/Fall \$20, Summer \$10	\$30,970
2015	Spring/Fall \$20, Summer \$10	\$30,460
2016	Spring/Fall \$20, Summer \$10	\$33,590
2017	Spring/Fall \$30, Summer \$20	\$48,070
2018	Spring/Fall \$30, Summer \$20	\$43,355

Attachment 3: Estimated Semester Revenue

Semester	Anticipated Parking Passes	Anticipated Revenue
Spring	700	\$35,000
Summer	333	\$10,000
Fall	700	\$35,000
		\$80,000 Total

**EXCERPT BELOW FROM:
SENIOR BRAINS FOUNDATION
OF LAGUNA WOODS
(MAY BE RENAMED)**

A NOT FOR PROFIT ORGANIZATION



(Above photo will be changed if Copyrighted)

FOUNDERS

CASH ACHREKAR

&

(LATE) PHILIP MAITLAND

AUTHOR

CASH ACHREKAR

MARCH 14, 2019

3. EXECUTIVE SUMMARY

3.1 Reasons for starting Foundation :

Our great Laguna Woods Village offers so many amenities at very reasonable prices for its residents and guests. Many amenities are offered such as clubhouses where members can rent rooms for socializing, performing art center, golf courses, swimming pools, well equipped gyms, tennis courts, and plethora of social and cultural clubs. The Laguna Woods Village, and hence the City of Laguna Woods has become a showcase for retirement living and has rightfully earned reputation as one of the best in the World. Naturally, retirees from across the Globe want to spend their retired life living here. Many of the 18,000 residents have accomplished past and together, bring over 500,000 work-years of diversified knowledge. Although retirees come here to retire, quite a few of them are interested in passing on their previous wealth of knowledge to the next generation and carry on their legacy.

Being on the Board of one of the Nonprofit Organizations that oversee the operation, I realized the maintenance of this huge operation requires considerable amount of funds as well as expert staff. Our staff has been doing excellent job in the upkeep of this community and managing the funds. The total annual budget is over 100 Million for our community and members pay a lion's share of these expenses in form of the Association dues while, the room rentals in clubhouses, moneys charged to guests for playing golf, and other activities bring some income. The aging infrastructure needs a lot of funds. Raising monthly Association dues is the last resort but the bills need to be paid and the community must retain its stature as one of the best senior communities in the World.

The stress-free life styles at the Laguna Woods Village, as a result of numerous social, cultural, and physical activities, the residents live longer. Our senior-most is 110 Yrs young and the 90Club has over 40 residents that visit the gym on a regular basis. However, living on fixed income and the ever-rising costs of living, considerable aged population falls short to meet their daily needs. Laguna Woods Foundation contributes such needy seniors with funds donated through bequeaths and other means.

Obviously any activity that can legally and rightfully bring additional funds, for sustaining senior lives and our aging community, are desirable. Our Senior Brains Foundation is one such attempt to help seniors help themselves and others in their immediate community. This idea came about, to tap huge resource ie., the brains and expertise from the willing and capable retired members of our community. Philip Maitland helped the author refine his thoughts and ideas that has culminated in writing this Business Plan.

3.2 Space Requirements & the Why's :

The author envisions that our members shall use considerable amount of prototyping work. Our workshops areas will be used for such purpose. Such prototypes will result from the contract work and project work our customers would bring to us. For example, the first prototype development will be the finishing work of the semi developed golf driver that could drive a golf

ball farther. Although the concept is simple, several iterations are normally common in developing a new product idea in to an acceptable prototype that then can be manufactured on a mass scale. The ultimate product, and there is never a guarantee of success, will be potentially worth considerable amount of money especially if it performs as anticipated. The prototypes as well as other intellectual property developed must be safeguarded from thefts.

Another reason for space requirement is to store paper database on the vitae of the members so their knowledge and experiences could be available. Such information must be safeguard as well.

The Foundation intends to build the necessary momentum by providing sufficient space for members to come and brainstorm on a regular basis. At least twice every month, a guest speaker shall be invited to promote the efforts.. We anticipate around 30-50 attendees for such talks and general meetings within about six months from the day we open doors. Most speakers shall be donating their time to promote the activity.

3.3 Charter Establishment :

As the space is getting ready for the work, efforts will be put in bringing prominent personalities to visit Laguna Woods. We anticipate a maximum of three months to complete necessary leak proofing of the designated room. During this time, local Chambers of Commerce as well as State & Federal Officials (Non-Political) will be approached for giving speeches and the attendees will be charged a small fee to offset the costs and generate seed funds. A membership list of the residents as well as outside publicity shall be generated from these efforts.

3.4 Assembling LWV members :

The Foundation activity shall be strictly for LWV residents only. Each member will be required to provide his vitae and sworn to secrecy and to sign a Non Disclosure Agreement for the safety of the efforts of the Foundation.

Although most retirees are willing to provide their time and knowledge, they need to be made aware of the existence of the new Foundation. Advertising in the Globe, Breeze, TV6, and other sources shall be resorted to reach out to them.

A token donation shall be charged from the members attending meetings and joining the volunteer Foundation.

3.5 Registration & certification for Non-profit :

Although the officers, directors, and active participants of this activity pledge to volunteer their time and are here to disseminate their skills from their pre-retired life, any attempt such as this must be appropriately registered and certified for the long-haul. Such necessary work shall be undertaken to register the new organization as a 501c3 and proper tax ID etc; will be obtained for the organization. This way, the donors can write-off the donation against their taxable income. Local companies will be glad to donate funds for which they will receive adequate top-

notch services from retirees (in form of project report or prototype generation & plans for manufacture) and additionally the funds they donate in return will be tax deductible. Detailed history of every transaction shall be maintained in the foundation files.

3.6 Categorizing Personnel Knowledge :

Each member who joins the Foundation to serve as a knowledge expert shall provide his Vitae, to be kept confidential for Foundation use only. The database will be sorted by words for various skills. Particular sets of disciplines needed can then provide individual names to be approached for the project on hand.

Skills such as Law, accounting, and book keeping, being universal for all projects/contracts, these will be handled as the base team common to all. Members of this team shall meet on a regular basis every week or as often as needed and will be the core team.

3.7 Approach for gathering donations & assistance :

Members of the Foundation shall meet on a regular basis to collect a list of companies who may need our services. Routine visits shall be organized to local chambers of commerce for companies that could be potential candidates for obtaining contract work in exchange for donations as well as looking for speakers to attend Foundation meetings.

3.8 Sources & Uses of funds :

Please see Appendix 1. These are extremely conservative figures

3.9 Five Year Forecast :

This spreadsheet also gives an idea of the Five Year Forecast for the Foundation.

3.10 The Marketing Plan :

A three to five member volunteer Board of Directors, all from the resident members/owners of our community will be formed as the Foundation Charter is established.

After establishing the chapter of about 50 members, the members shall visit neighborhood chambers of commerce and local universities explaining our mission and vision. The objective is to get volunteers and sponsors for this activity. Local media news, in print and television, not to forget LWV Channel 6, will also be approached providing exposure. We expect from the response we have been getting so far that getting initial work for donations shall hopefully be simple. The seed funds generated from this effort shall fuel the Foundation's health.

When a contract/project is obtained, a team of experts shall be put together and given the responsibility to provide solution. We anticipate initially around ten small contracts and two mid-sized contracts in the first year bringing a minimum of \$20,000 in donations.

3.11 Management Team :

With Philip Maitland's demise the list of volunteers has disappeared and attempt is underway to locate volunteers gathered earlier. In the interim, we have four volunteers who have agreed to

temporarily take on additional responsibilities. Their vitae are attached in the Appendix 2. These folks, like the rest of the members shall work on volunteer basis and for the opportunity to pass on their knowledge to the next generation and leave a legacy behind.

3.12 Risks :

Several risks have been identified. These are discussed below

- (1) ***Not getting sufficient number of participants:*** We are looking for only a handful number of people to donate their time and knowledge. Too many members shall make it difficult to safeguard the intellectual property and also will need a large space. We may not recruit more than 100 members in to this new Foundation. This keeps our membership to 0.55% of our population or may not be a risk at all.
- (2) ***Not obtaining sufficient projects/contracts:*** We are asking for less than a third of what it would otherwise cost the outside companies using their own available resources. The local job market is hurting for talented people who want top dollar full time pay. A permanent employee brings along Workman Comps as well which drive the cost of an employee even higher. So in all we don't believe this point will be a huge risk, especially we have so many industries in Orange County alone that could be approached.
- (3) ***Marketing efforts may be insufficient:*** There is a lot of synergy generated in a team approach. Sufficient contracts can be easily collected within three months after establishing the foundation to develop a successful marketing campaign. Please see Appendix 2 for the Vitae on the executive members.
- (4) ***Possibilities of lawsuits against Foundation:*** This is a very real risk especially since customer data will be handled by the residents. To mitigate this risk we will take several retired members of our community who were involved in law career before retiring. The Foundation shall also carry an umbrella policy to defend in such instances.
- (5) ***Possible competition from other institutions:*** There are no such institutions in existence at the present time. However, more groups will be formed as the retired population is the fastest growing demographic. We will welcome such efforts as the intent is to assist in capturing knowledge before it extinguishes. We will gladly accept this risk even though, there is less likelihood of other large community formations in our surroundings, that can attract quality retired personnel such as our already established community. Our community has been called "Affordable Country Club" and as such, attracts many professionally successful people.

3.13 Exit Strategy :

The club can be closed at a moment's notice for many reasons, including lack of support and/or funding or other unfortunate cause. The seed funds contributed by a handful sponsors and executive members will be lost. The assets shall be donated. All open projects shall be closed and intellectual property of clients shall be returned and/or destroyed.

Golden Rain Foundation of Laguna Woods
Proforma Recreation Services Summary of Operations
3/31/2019

SUMMARY: DEPARTMENT OF RECREATION SERVICES

	Admin	Aquatics/Fitness	Bar Services	Clubhouses	Equestrian	Garden Centers	Golf	PAC	YTD ACTUAL	YTD BUDGET	VAR\$ B/(W)
Non-Assessment Revenues:											
Golf Green Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$297,999	\$0	\$297,999	\$404,424	(\$106,425)
Golf Operations	0	0	0	0	0	0	46,981	0	46,981	77,700	(30,719)
Merchandise Sales	0	264	16,995	0	0	0	34,991	0	52,251	65,379	(13,128)
Clubhouse Rentals and Event Fees	3,970	2,890	0	92,621	1,382	0	2,709	76,711	180,283	242,541	(62,258)
Rentals	0	0	0	0	0	10,418	13,500	0	23,918	24,249	(331)
Miscellaneous	2,484	30,292	0	44,282	24,021	28	221	6,604	107,932	114,673	(6,741)
Total Non-Assessment Revenue	6,454	33,446	16,995	136,902	25,403	10,445	396,402	83,315	709,363	928,966	(219,603)
Expenses:											
Employee Compensation	89,956	94,244	5,352	196,311	45,149	13,049	371,051	95,070	910,182	890,142	(20,040)
Employee Compensation and Related	31,930	28,960	1,522	53,060	12,147	6,490	154,337	25,566	314,011	327,999	13,988
Materials and Supplies	49	5,087	0	31,247	15,925	499	61,663	3,307	117,777	176,244	58,467
Cost of Goods Sold	0	0	5,428	0	0	0	27,448	0	32,876	41,964	9,088
Community Events	5,871	326	0	39,425	0	0	0	20,095	65,717	87,726	22,009
Utilities and Telephone	165	47,503	0	123,108	16,285	5,317	35,069	18,024	245,471	259,505	14,034
Professional Fees	0	0	0	0	0	0	0	0	0	375	375
Equipment Rental	0	6,142	0	474	0	0	11,314	59	17,988	18,642	654
Outside Services	3,662	126,534	0	6,502	425	735	23,370	3,674	164,903	131,003	(33,900)
Repairs and Maintenance	0	1,550	0	4,273	2,195	0	1,747	829	10,594	23,906	13,312
Other Operating Expense	19,336	2,213	0	1,615	325	0	7,577	426	31,492	22,268	(9,224)
Property and Sales Tax	0	19	1,222	0	0	0	2,517	0	3,758	5,715	1,957
Total Expenses	150,970	312,576	13,525	456,015	92,451	26,090	696,092	167,050	1,914,770	1,985,489	70,720
Net Revenue/(Expense)	(\$144,516)	(\$279,130)	\$3,471	(\$319,113)	(\$67,048)	(\$15,644)	(\$299,691)	(\$83,735)	(\$1,205,407)	(\$1,056,524)	(\$148,883)