



MINUTES

Fiscal Affairs Committee

Tuesday, August 19, 2025

1:30pm – 3:30pm MST

West Center Room 2 / Zoom

Committee: Nellie Johnson (Chair), Dale Howard, Bob Quast, Pat Reynolds, Steve Reynolds, Priscilla Spurgeon, Barry Stock, Eric Sullwold, Betsy Walton, Kathi Bachelor (ex-officio), Scott Somers (CEO), David Webster (CFO/Liaison)

Board Attendees: Candy English

Visitors: 1

Agenda Topic

1. **Call to Order / Roll Call - Establish Quorum**

MOTION: Johnson moved / Quast seconded to suspend the Agenda to allow the guest realtor to present to the FAC first.

Passed: unanimous

2. **Housing Market Presentation from Jeanne Zachman, Green Valley/Sahuarita Realty Association**

Highlights from Jeanne Zachman presentation:

- Current housing sales are affected by interest rates. Though in Green Valley 50-60 percent of sales are cash.
- Green Valley is not a normal market due to the 55 and over clientele.
- In Green Valley the trends of seniors renting vs. purchasing a home is not being seen.
- GVR and the realtors in Green Valley have a symbiotic relationship. The realtors share and promote the amenities of GVR with potential buyers and informs the buyers of the Membership Change Fee and the membership information. Buyers who come to Green Valley are wanting to be a part of GVR.
- Currently the buyers in Green Valley are in the 55-65 year-old age range with about 35 - 50 percent buying their second home in Green Valley.
- Normal housing turnover in Green Valley is ten percent.
- The realtors in Green Valley have a magazine called Homes and Villas and GVR has a full-page ad within this magazine and the information is also found online.
- Tucson realtors make up 60 percent of the sales in Green Valley.
- Word of mouth is one of the biggest reasons people move to Green Valley and often have a connection here.

3. Approve or Amend Agenda
MOTION: Johnson moved / Quast seconded to amend the Agenda by adding item H titled Planning for September/October for Budget Meetings and Tracking Action Items/Information Needs, and talk about what the committee needs to do the job effectively.
Passed: unanimous
4. **Approve Meeting Minutes:** June 17, 2025
MOTION: Sullwold / Quast seconded to approve Meeting Minutes as presented.
Passed: unanimous
5. **Chair Comments**
 - Since the Committee did not meet in July to approve the June financials statement, the request is to move acceptance of the June financials, and discuss the July financials and then move acceptance of the July financials.
6. **Business**
 - A. Housing Market Discussion with Local Realtor – Presented at the beginning of the meeting.
 - B. Review June 2025 Financial Statements
MOTION Johnson moved / Pat Reynolds seconded for acceptance of June 2025 Financial Statement.
Passed: unanimous
 - C. Review July 2025 Financial Statements
CFO David Webster reviewed the July financial statements. Highlights include:
 - As of July, GVR is within \$16,162 net of the \$7.5 million budget. Which is right on track.
 - The Capital Revenue are the homes sales to date. Home sales for July and August are above the budgeted amount.
 - There is not a cash flow problem and investments are doing well.
 - The Statement of Changes in Net Assets for July 31, 2025, was revised and provided at the FAC meeting on August 19, 2025.
 - Of the 11 new households, there were eight voluntary deeded homes that have come into GVR for 2025.
MOTION: Sullwold moved / Quast seconded acceptance of the July 2025 Financial Statement including the revised Statement of Changes in Net Assets.
Passed: unanimous
 - D. Review Year End Estimates for CY 2025
CFO David Webster reviewed the Year End estimates. Highlights include:
 - The projections for 2025 are \$40,000 for capital revenue, better than original budget. Expenses are projected to be \$347K under budget. Overall, year-end forecast has a projected deficit of \$8,498.
 - Extra inventory has been bought in 2025 in preparation for higher costs of goods, and possible delivery delays.
 - The Energy Audit will be reviewed at the September meeting.
 - Possibly review the Emergency Fund at the September meeting.

- E. Continued Discussion of Revenue Enhancements
FAC Committee Members reviewed each revenue enhancement and chose between high, middle, low, and removing from the list:
- Item 1 – 3 combined topics: high
 - Item 4, 5, 6, 15, 16, 18: high
 - Item 7-9, 11: still with the Board Affairs Committee
 - Item 10, 14, 17: low
 - Item 12a: remove from list
 - Item 12b, 13, 19: medium
 - Item 18: marketing /home sales: high; staff to prepare a breakout of marketing budget for September FAC meeting.
- F. Continued Discussion of Housing Model – Updating the CPM
Chair Johnson made these comments regarding the housing model:
- For September meeting discussion: Staff will have budget recommendations and the FAC will look at projections for housing sales over the next three years.
 - The CPM states the cash flow for the Initiatives Fund is based on five-year housing projections.
 - The CPM states a three-year forecast for the purposes of the operating budget projections, but the last two years can be added on, for both Initiatives and operating budgets to be a five-year projection.
- G. Review Of Guest Card Survey and BAC Discussion
This topic is still with the Board Affairs Committee (BAC).
- H. Planning for September/October for Budget Meetings and Tracking Action Items/Information Needs, Committee Needs for Effectiveness
Chair Johnson shared next steps:
- FAC has two meetings in September: September 16 operating budget and September 23 capital budget.
 - The proposed budget will be presented to the Board at a Work Session on October 8.
 - BAC is working on Bylaw changes for the 2026 ballot. One change is for the Planning and Evaluation Committee (P&E) be merged into the FAC for efficiency. P&E, at the last meeting, passed the motion to merge P&E duties into the FAC.

**MOTION: Sullwold moved / Stock seconded to merge the P&E Committee in the FAC in 2026 if the Bylaw is passed by members.
Passed: unanimous**

CEO Scott Somers discussed the need for consistency in documentation from the staff to the FAC to help with efficiency in committee meetings. He would like to review the FAC needs in the November or December meeting and have the committee members think about what they need and how to improve the information provided in the Meeting Books.

7. **Member Comments:** 0 comments

8. **Adjournment**
No objections to adjourn. Meeting adjourned at 3:56pm MST

Next Meeting: Tuesday, September 16, 2025, 1:30-3:00pm, WC-Rm 2/Zoom

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