



AGENDA

BOARD OF DIRECTORS REGULAR MEETING

Wednesday, February 25, 2026 - 2pm

West Center Auditorium / Zoom

*Code of Conduct

Directors: Kathi Bachelor (President), Candy English (Vice President), Beth Dingman (Secretary), Nellie Johnson (Treasurer), Bart Hillyer (Assistant Secretary), Steve Reynolds (Assistant Treasurer), Dave Barker, Marge Garneau, Bev Lawless, Lanny Smith, Jodie Walker, Scott Somers (non-voting)

AGENDA TOPIC

1. **Call to Order / Roll Call – Establish Quorum**
2. **Amend/Adopt Agenda**
3. **Presentation**
 - A. GVR Foundation Presentation of Grant Funds
4. **President's Report**
5. **CEO Report**
6. **Committee Reports**
 - A. Audit - Lawless
 - B. Board Affairs - English
 - C. Fiscal Affairs - Johnson
 - D. Investments - Smith
 - E. Nominations & Elections - Dingman
 - F. Planning & Evaluation – Reynolds (Committee has completed its work and no is report needed)
7. **Consent Agenda** – Consent Agenda items are routine items of business that are collectively presented for approval through a single motion. A Board member may request that an item be pulled from the Consent Agenda and placed under Action Items for separate discussion and action.
 - A. Minutes:
 - 1) BOD Regular Meeting Minutes: January 28, 2026
 - 2) BOD Work Session Minutes: February 18, 2026
 - B. Financial Statements:
 - 1) January Financials
 - C. Business
 - 1) FAC Recommendation to Approve Browning Reserve Group Complete an Offsite Review for 2026
8. **Action Items**
 - A. Approval of 2026 Annual Work Plan
 - B. Approval of BAC Recommendation for CPM Change to 1.2.1.A.5.b
 - C. Approve CPM Changes to 2.3.2.C.7 and 2.3.3.C
 - D. Direction on the Del Sol Clubhouse Café **Updated Attachment**
9. **Member Comments** - Please limit comments to two (2) minutes. Speakers are asked to provide their name and GVR member number. This time is for comments, not for questions and answers.
10. **Adjournment**

* GVR encourages the Board and members to voice concerns and comments in a professional, business-like, and respectful manner.



MINUTES

BOARD OF DIRECTORS MEETING

Wednesday, January 28, 2026 - 2pm

West Center Auditorium / Zoom

Directors: Kathi Bachelor (President), Candy English (Vice President), Beth Dingman (Secretary), Nellie Johnson (Treasurer), Bart Hillyer (Left the Meeting at 4pm) (Assistant Secretary), Steve Reynolds (Assistant Treasurer), Dave Barker, Marge Garneau, Bev Lawless, Lanny Smith, Jodie Walker, Scott Somers (non-voting)

Staff Present: Steve Kindred (Recreation Program Director), Nanci Moyo (Administrative Supervisor), David Webster (CFO)

Visitors: 20

AGENDA TOPIC

1. Call to Order / Roll Call – Establish Quorum

The President being in the chair and the Secretary being present.

President Bachelor called the meeting to order at 2:18pm MST. Secretary Dingman called the roll; quorum established.

2. Amend/Adopt Agenda

MOTION: Director Hillyer moved, Director Garneau seconded to amend the Agenda by deleting 8.B from this meeting agenda and move to a discussion topic for the Work Session in February.

Failed: 5 yes / 5 no / 1 abstain (English)

MOTION: Director Johnson moved, Director Smith seconded to adopt the agenda.

Passed: 8 yes / 2 no (Garneau, Hillyer) / 1 abstain (English)

3. Presentation

A. Quarterly Financial Report

CFO David Webster reviewed the quarterly financial report. This is the fourth quarter report which will include the entire year. Highlights include:

- Annual income for the year is \$12,5216,674 which is 0.8 percent under budget.
- The Recreation Department was under budget by 21.7 percent due to tours and concerts being cancelled. The cost associated with these activities is lower as well so it is offset.
- The other revenue that is 34.5 percent under budget is primarily driven by lack of use of credit cards by members due to the fee. This has been corrected for the 2026 budget.
- On the expenses GVR was 3.3 percent under budget. The program (Recreation) expense budget was under budget by 20.2 percent.
- This year surplus, subject to the final audit, is \$148,069.
- Investments total \$11,035,021.

4. President Report

- Thanked all the members for attending the meeting today.

5. CEO Report

- Metal Arts Club: ribbon cutting at 10 am on February 12th, Thursday
- Desert Hills kiln room: flooring expansion is moving forward, along with the electrical and HVAC.
- West Center Lapidary expansion: 100% complete for the construction documents. The permits will be coming soon. Lapidary will move out the space in February or March with the project beginning at that time.
- West Center membership project: West Center Lobby will be rebid.
- Abrego South Pool project: neighborhood meeting was held by GVR, with 120 plus people in attendance. This also included the Water Volleyball Club. The architects are working on concept drawings to get a clear understanding of the cost. The next step is the Board will be asked to approve the concept drawings before anything moves forward. The Board has the opportunity to go in another direction before any construction happens.
- Abrego South demolition: contract was awarded.

6. Committee Reports – Reports given and placed on file.

- | | |
|----------------------------|----------|
| A. Audit | Lawless |
| B. Board Affairs | English |
| C. Fiscal Affairs | Johnson |
| D. Investments | Smith |
| E. Nominations & Elections | Dingman |
| F. Planning & Evaluation | Reynolds |

7. Consent Agenda

MOTION: Director Johnson moved, Director Smith seconded to approve Consent Agenda.

Passed: unanimous

A. Minutes:

- 1) BOD Regular Meeting Minutes: October 22, 2025
- 2) BOD Regular Meeting Minutes: November 19, 2025
- 3) BOD Special Meeting Minutes: January 14, 2026
- 4) BOD Work Session Minutes: January 14, 2026

B. Financial Statements:

- 1) November and December Financials

8. Action Items

- A. Approve Board Affairs Committee Recommended 2026 Ballot and Bylaw Amendment Rationales

MOTION: Director Dingman moved, Director Walker seconded to make changes to Question #2, as follows, Section name **Board of Directors Candidate Selection Process instead of Election Process. In Section 2.A last sentence change the word applicants to **candidates**. In 2.B remove “if there is interest in running for a Board of Directors position”. In the first sentence change nominee to **candidate**. Where it states 60 add the word “**sixty**” before the number.**

Passed: unanimous

MOTION: Director English moved, Director Walker seconded to approve the bylaw amendments rationale, along with the changes to Question #2 as presented and addition of change on Question #3 as presented by Director Dingman. In Question #3 4.E in the second sentence the word “checks” change to **check.**

Passed: unanimous

- B. Approve MOU Between GVR and GVR Foundation on a Capital Campaign
MOTION: Director Johnson moved, Director Reynolds seconded to approve the Memorandum of Understanding (MOU) as amended with the exception of removing from C.5 last sentence which states “GVR Vendors and contractors as potential donor stakeholders may receive direct solicitation for donations.”
Passed: 6 yes / 4 no (Barker, Garneau, Hillyer, Walker) / 1 abstain (English)
- C. Approve a New Dance Club
MOTION: Director Garneau moved, Director Walker seconded to approve the request to grant club status to the GVR Steppin’ Out Dance Club.
Passed: unanimous
- D. Investments Committee Recommendation Regarding the MRR-B Pool Fund
MOTION: Director Smith moved, Director Walker seconded to approve to temporarily adjust the MRR-B’s IPS, for 2026, to 35 percent Equity / 65 percent Cash.
Passed: unanimous
- E. CPM Discussion on Board Meeting and Minutes
2.3.1.D Types of Board Meetings
MOTION: Director Bachelor moved, Director Dingman seconded to remove “Board” under 2.3.1.D. To read: 2.3.1.D Types of Meetings.
Passed: unanimous
- 2.3.1.D.5 Tentative Annual Calendar
MOTION: Director Johnson moved, Director Reynolds seconded to state any changes to the regularly scheduled Board Calendar dates shall be approved by the Board. Any changes in the Work Session dates may change in consultation between the CEO and the President.
MOTION TO AMEND: Director Lawless moved, Director Smith seconded to amend the motion of 2.3.1.D.5 to state after the first sentence: “Any changes in meeting dates may change in consultation between the CEO and the President.”
Passed: unanimous
Amended Motion Passed: unanimous
Amended Motion: 2.3.1.D.5 will state: A tentative annual meeting schedule shall be approved by the Board at its first Regular Meeting following the Annual Meeting. Any changes in meeting dates may change in consultation between the CEO and the President.
- 2.3.1.F Agenda Approval at Board Meetings
MOTION: Director Bachelor moved, Director Walker seconded to add “or addition” and replace “removed” to “change” for 2.3.1.F. To read: Directors vote to approve the agenda at the Board meeting. The agenda may be amended by a majority vote of Directors present. If during the approval section of the agenda a majority of Directors support removal or addition of any item(s) it will be changed.
Passed: unanimous
- 2.3.1.G.1 Consent Agenda
MOTION: Director Johnson, Director Walker seconded to remove “during the Amend/Approve Agenda item on the agenda.” Add “before Motion of the Consent Agenda” to 2.3.1.G.1. To read: Consent Agenda – items of routine business that generally require no discussion by the Board or independent action. This is presented as

one agenda item. Any Director may remove an item from the Consent Agenda and place it under Action Items before motion of the Consent Agenda.

Passed: unanimous

2.3.3.F Adding Revised Agenda to additional materials

MOTION: Director Johnson moved, Director Walker seconded to add “as a Revised Agenda with an * indicating the additions, deletions, or changes.” Add “and updated on the GVR website.” To read: Three (3) business days prior to the Board meeting the agenda material will be sent to the Board, posted on the GVR website, and sent to members via an eBlast. Any meeting materials for items on the published agenda not included in the Friday distribution shall be emailed to the Board as soon as available and posted online as a Revised Agenda with an * indicating the additions, deletions, or changes. The agenda shall be made available to GVR Members at the Board meeting in hard copy and updated on the GVR website.

Passed: unanimous

2.3.4.C Minutes of the Meetings

MOTION: Director Johnson moved, Director Walker seconded to add “Minutes from Work Sessions shall include highlights of discussions.” To read: Minutes of the Board meetings shall contain all motions made, the name of the motion maker and seconder. The method and outcome of the votes taken will list the names of voting Directors in the minority of each vote as well as any Director abstaining from said vote. Minutes from the Work Sessions shall include highlights of discussion. Committee reports which are “informational only” will not be summarized in the minutes. These reports will be noted “received and placed on file.” Member comments are not part of the minutes.

Passed: unanimous

9. Member Comments – 1

10. Adjournment

MOTION: Director Walker moved, Director Garneau seconded to adjourn the meeting at 4:19pm MST.

Passed: unanimous

Unanimous Consent request dated December 5, 2025, sent by email to the Board of Directors. This Section was overlooked during the voting at the March 19, 2025, Board of Directors Regular Meeting.

MOTION: Approve the changes to the Bylaw Amendment Article V Section 2.A & B: Nominating Process Redline version.

The redline version: Section 2: ~~Nominating~~ Elections Process

- A. ~~The Nominations & Elections Committee shall conduct a search of regular members and select for nomination a slate of Directors. As part of its search, the Nominations & Elections Committee shall request names of possible nominees from members.~~ Any regular member of the Corporation, in good standing, may submit a Candidate Application by the deadline The slate of applicants ~~nominees~~ shall be posted and be available to all regular members at least 90 days prior to the Annual Meeting.

- B. [Following the Candidate Application deadline, if there is interest in running for a Board of Director position,](#) ~~Any~~ regular member of The Corporation may ~~make additional nominations by filing a~~ nomination petition containing the signatures of at least two hundred (200) of the regular members in good standing. [See the Corporate Policy Manual for instructions on filing.](#) ~~Such nomination petitions shall be filed with the Secretary~~ [The petition process shall be completed](#) not less than 60 days before the Annual Meeting. ~~The Secretary shall then add~~ The names of these nominees [candidates shall be added](#) to the slate of nominees ~~candidates~~ previously posted, and shall prepare ballots to be mailed to the membership.

Vote: unanimous consent per emails

DRAFT



MINUTES

BOARD OF DIRECTORS WORK SESSION

Wednesday, February 18, 2026, 2pm

WC Room 2 / Zoom

Directors Present: Kathi Bachelor (President), Candy English (Vice President), Beth Dingman (Secretary), Nellie Johnson (Treasurer), Bart Hillyer (left at 3:29pm) (Assistant Secretary), Steve Reynolds (Assistant Treasurer), Dave Barker, Marge Garneau, Bev Lawless, Lanny Smith, Jodie Walker, Scott Somers (non-voting)

Absent: Dave Barker, Marge Garneau

Staff Present: Steve Kindred (Recreation Program Director), Nanci Moyo (Administrative Supervisor), David Webster (CFO), Natalie Whitman (COO), Kris Zubicki (Member Services Director)

Visitors: 4

AGENDA TOPIC

1. Call to Order / Roll Call

Work Session Called to Order at 2pm by President Bachelor. Secretary Dingman called the roll.

2. Amend / Approve Agenda

MOTION: Director Johnson moved, Director Smith seconded to approve the agenda.

Passed: unanimous

3. Review Draft of 2026 Annual Work Plan

CEO Scott Somers reviewed the 2026 Draft Annual Work Plan.

Changes were made to the following:

Under Administration/CEO

- 2.2.3 added after Survey similar organizations: and share all results with the Board of Directors, as needed.
- 5.2.1 changed: Continue providing a quarterly report in the Meeting Book to the Board, and post the work plan final report on the Governance Section of the website.
- 5.6.1 added: GVR Foundation Board meeting.

Under Board and Committees

- 5.2.2 added to bullet 2: (April)
- 5.4.1 added to both bullets: (April)
- 5.2.3 added second bullet: Implement revised committee structure if passed per the Bylaws. (June)
- 5.2.3 added third bullet: Develop a process for recruitment of Committee members.

Under Communications

- 3.4.2 added to the bullet: and share results with Board and members, and if significant, post on the website. (Ongoing)

Under Facilities

- 1.1.5 added to third bullet after campus wide: energy efficiency and dark skies strategies where appropriate.
- 1.2.3 remove from first bullet: and consider peak season vs. low season.
- 1.2.3 remove from third bullet: “With Board” and “expanding” and “and other centers” It will read: Consider food and beverage services at the DSC.

Under Finance

- 4.2.1 added to bullet after data: for both MRR-A and B
- 4.3.4 bullet 3 added verbiage after first sentence: The Fund EZ PO system was found to not be adequate for GVR’s needs. Other systems are currently being reviewed. A budgeting and project costing system has not been identified but research is ongoing into 2026.
- Under Member Services Department
 - 2.2.1 add to bullet 4 after create: and distribute

The 2026 draft of the Work Plan will go to the Regular Board Meeting on February 25, 2026, for approval.

4. Discussion on Payment Plan for Voluntary Deed Restrictions

Director Johnson gave an overview of households that are not Deed Restricted to GVR and the possibility of marketing to these households with optional payment plans. Possibilities to consider for payment plans to encourage these households to become Deed Restricted to GVR include: 1) Waive the fee of those interested; 2) Consider an installment plan that is administratively easy for staff to process; 3) Incentives, such as reducing dues for a year and other ideas. This would be part of the revenue enhancement discussions. If these homes are permanently in GVR then more revenue is generated once the house sells, and the annual dues creates annual revenue. Pros and cons were discussed for the ideas brought forth, and alternatives were presented.

For homes that are not Deed Restricted, Membership has a program in place to contact new owners with information about GVR and the beneficial reasons to Deed Restrict their home and join GVR.

Consensus from the Board is to continue with Membership’s program and word-of-mouth advertising from those who are already members.

5. Discussion of Del Sol Clubhouse Café

CEO Scott Somers reviewed the history of the Del Sol Clubhouse Café and the interest Members have shared to have a social gathering place. A discussion with the Board was held to flush out options for moving forward with Del Sol Clubhouse. Direction will be requested at the Regular Meeting on February 25.

Options include: 1) Approach vendors around town to see if they are interested (staff perspective: not the best option); 2) GVR operating the café (staff perspective: greater control); 3) Vending machines; and 4) Utilize clubs to provide food and beverage service.

Adjournment

MOTION: Director Dingman moved, Director Lawless seconded to adjourn the meeting at 4:54pm.

Passed: unanimous



Green Valley Recreation, Inc.
Board of Directors Meeting
January 2026 Financial Highlights

Prepared By: David Webster, CFO

Meeting Date:

Presented By: David Webster, CFO

Consent Agenda: N/A

Originating Committee / Department:

Administration

Strategic Plan Goal:

Goal 4: Cultivate and maintain a sound financial base that generates good value for our members

Background Justification:

The Board has requested a separate staff report stating the highlights for each month.

Key Points/Highlights for January 2026:

1. Statement of Financial Position
 - a. Operating Cash increase for January \$573,264 due primarily to dues collections.
 - b. Designated Funds Cash net increase for January \$1,802,331 due primarily to annual funding of MRR (\$1,400,102) and MRR B Pools and Spas (\$342,783).
 - c. Net Assets Increase Year to Date January 2026 \$275,603
2. Statement of Financial Activities
 - a. YTD total revenue under budget (unfavorable) 3.5% or \$39,746.
 - b. YTD total expenses under budget (favorable) 4.7% or \$48,390.
 - c. January unrealized gains on investments \$161,218.
 - d. January MCF fees under budget (unfavorable) 17% 55 actual compared to 66 budgeted.
 - e. Fees income for January under budget (unfavorable) 16% or \$19,331 due primarily to lower than budgeted Transfer Fees, Guest Card Fees, and Tenant Fees revenues.
 - f. GVR personnel over budget (unfavorable) by 0.6% YTD or \$3,344.
 - g. Recreation revenue over budget (favorable) by 17% \$21,356.
 - h. Recreation Program expenses are over budget (unfavorable) by 25% or \$19,026.
 - i. January Operating Supplies under budget (favorable) 51% or \$29,793.
 - j. Net Operating Surplus is \$114,385 which is 8% more than budgeted.



Green Valley Recreation, Inc.
Statement of Financial Position

As of Date: January 31, 2026 and Dec 31, 2025

	January 31, 2026	Dec 31, 2025
	Total	Total
ASSETS		
Current Assets		
Cash/Cash Equivalents	734,666	1,525,682
Accounts Receivable	996,746	404,170
Prepaid Expenses	225,536	267,712
Maintenance Inventory	61,927	61,927
Designated Investments (Charles S./SBH)		
Emergency - Fund	583,198 (1)	573,244 (18)
MRR - Fund	8,750,175 (2)	7,387,735 (19)
Initiatives - Fund	1,403,092 (3)	1,339,862 (20)
Pools & Spas - Fund	2,064,384 (4)	1,697,677 (21)
Total Designated Investments (CS/SBH)	12,800,848 (5)	10,998,517 (22)
Undesignated Invest. (JP Morgan Long Term)	1,674,123 (6)	1,609,852 (23)
Undesignated Invest. (JP Morgan)	3,905,111 (7)	2,605,102 (24)
Investments	18,380,082 (8)	15,213,472 (25)
Total Current Assets	20,398,957	17,472,962
Fixed Assets		
Contributed Fixed Assets	18,017,085	18,017,085
Purchased fixed Assets	35,478,704	35,430,978
Sub-Total	53,495,788	53,448,063
Less - Accumulated Depreciation	(30,202,679)	(30,084,796)
Net Fixed Assets	23,293,110 (9)	23,363,267 (26)
Operating Lease ROU, Net of Accum. Amortization	-	-
Finance Lease ROU, Net of Accum. Amortization	36,447	36,447
Total Assets	43,728,514	40,872,676
LIABILITIES		
Current Liabilities		
Accounts Payable	336,338	441,520
Deferred Dues Fees & Programs	7,156,327	4,524,612
Accrued Payroll	101,235	58,200
Compensation Liability	-	-
MCF Refund Liability	141,000	141,000
In-Kind Lease Liability - Current	3,667	-
Operating ROU Liability - Current	-	-
Financing ROU Liability - Current	33,633	33,633
Total Current Liabilities	7,772,200	5,198,965
In-Kind Lease Liability - LT	38,667	42,667
Notes Payable	11,000	-
Financing ROU Liability - LT	10,321	10,321
Total Long Term Liabilities	59,988	52,988
TOTAL NET ASSETS	35,896,326 (10)	35,620,723 (27)
NET ASSETS		
Temporarily Designated:		
Board Designated:		
Emergency	583,198 (11)	573,244 (28)
Maint - Repair - Replacement	8,750,175 (12)	7,387,735 (29)
Initiatives	1,403,092 (13)	1,339,862 (30)
Pools & Spas	2,064,384 (14)	1,697,677 (31)
Sub-Total	12,800,848 (15)	10,998,517
Unrestricted Net Assets	22,819,875	24,622,206
Net change Year-to-Date	275,603 (16)	-
Unrestricted Net Assets	23,095,478 (17)	24,622,206
TOTAL NET ASSETS	35,896,326	35,620,723



GREEN VALLEY RECREATION, INC.

Green Valley Recreation, Inc. Summary Statement of Activities

YTD Period: 1 month period ending January 31, 2026

FY Budget Period: Jan 1, 2026 - Dec 31, 2026

	PRIOR YEAR COMPARISON				%	BUDGET COMPARISON				%	Fiscal Year Budget	Remaining FY Budget
	2025 YTD Actual	2026 YTD Actual	Year to Year Variance			YTD Actual	YTD Budget	YTD Variance				
Revenue												
Member Dues	613,606	631,428	17,822	3%	631,428	630,747	681	0.1%	7,568,960	6,937,532		
LC, Trans., Crd Fees.	102,146	99,873	(2,272)	(2%)	99,873	119,204	(19,331)	(16%)	800,700	700,827		
Capital Revenue	209,116	172,200	(36,916)	(18%)	172,200	214,618	(42,418)	(20%)	2,860,800	2,688,600		
Programs	48,613	48,485	(128)	(0%)	48,485	51,523	(3,038)	(6%)	571,456	522,971		
Instructional	76,813	94,288	17,474	23%	94,288	72,224	22,064	31%	498,000	403,712		
Recreational Revenue	125,426	142,773	17,347	14%	142,773	123,747	19,026	15%	1,069,456	926,683		
Investment Income	32,039	34,944	2,905	9%	34,944	36,250	(1,306)	(4%)	435,000	400,056		
Advertising Income	-	-	-	0%	-	-	-	0%	-	-		
Cell Tower Lease Inc.	4,124	4,257	133	3%	4,257	4,077	181	4%	48,919	44,662		
Comm. Revenue	4,124	4,257	133	3%	4,257	4,077	181	4%	48,919	44,662		
Other Income	13,834	9,459	(4,375)	(32%)	9,459	6,213	3,246	52%	117,350	107,891		
Facility Rent	1,755	1,728	(28)	(2%)	1,728	1,552	176	11%	18,620	16,893		
Marketing Events	-	-	-	0%	-	-	-	0%	-	-		
In-Kind Contributions	333	333	-	0%	333	333	-	0%	4,000	3,667		
Del Sol Café Revenue	-	-	-	0%	-	-	-	0%	-	-		
Other Revenue	15,922	11,520	(4,403)	(28%)	11,520	8,098	3,422	42%	139,970	128,450		
Total Revenue	1,102,379	1,096,995	(5,384)	(0%)	1,096,995	1,136,740	(39,746)	(3.5%)	12,923,805	11,826,810		
Expenses												
Major Proj.-Rep. & Maint.	29,238	13,240	15,998	55%	13,240	19,914	6,674	34%	238,970	225,730		
Facility Maintenance	32,877	18,205	14,672	45%	18,205	35,133	16,928	48%	421,600	403,395		
Fees & Assessments	30	-	30	100%	-	83	83	100%	1,000	1,000		
Utilities	109,011	100,696	8,315	8%	100,696	111,070	10,374	9%	1,084,093	983,397		
Depreciation	113,580	117,883	(4,303)	(4%)	117,883	105,710	(12,173)	(12%)	1,268,520	1,150,637		
Furniture & Equipment	20,526	20,664	(138)	(1%)	20,664	16,008	(4,656)	(29%)	229,874	209,210		
Vehicles	8,619	7,419	1,200	14%	7,419	6,667	(753)	(11%)	80,000	72,581		
Facilities & Equipment	313,882	278,108	35,775	11%	278,108	294,586	16,479	6%	3,324,057	3,045,949		
Wages	377,250	382,873	(5,623)	(1%)	382,873	382,025	(849)	(0%)	4,584,295	4,201,421		
Payroll Taxes	34,140	35,538	(1,398)	(4%)	35,538	35,600	62	0%	355,699	320,161		
Benefits	86,623	87,906	(1,283)	(1%)	87,906	85,348	(2,558)	(3%)	897,672	809,766		
Personnel	498,013	506,317	(8,304)	(2%)	506,317	502,973	(3,344)	(1%)	5,837,665	5,331,348		
Food & Catering	4,372	1,457	2,915	67%	1,457	9,737	8,280	85%	78,698	77,241		
Recreation Contracts	74,378	69,459	4,920	7%	69,459	60,282	(9,177)	(15%)	718,787	649,328		
Bank & Credit Card Fees	15,864	18,337	(2,473)	(16%)	18,337	22,431	4,094	18%	67,895	49,559		
Program	94,615	89,252	5,363	6%	89,252	92,449	3,197	3%	865,380	776,128		
Communications	5,869	8,745	(2,876)	(49%)	8,745	8,964	219	2%	107,569	98,824		
Printing	2,274	7,711	(5,437)	(239%)	7,711	3,750	(3,961)	(106%)	62,500	54,789		
Advertising	386	338	49	13%	338	917	579	63%	11,000	10,662		
Communications	8,529	16,794	(8,264)	(97%)	16,794	13,631	(3,163)	(23%)	181,069	164,275		
Supplies	37,425	26,799	10,626	28%	26,799	46,326	19,526	42%	570,906	544,107		
Postage	-	392	(392)	0%	392	1,760	1,368	78%	21,125	20,733		
Dues & Subscriptions	1,261	561	701	56%	561	1,141	580	51%	13,687	13,126		
Travel & Entertainment	-	-	-	0%	-	200	200	100%	2,400	2,400		
Other Operating Expense	2,934	854	2,080	71%	854	8,973	8,118	90%	107,672	106,818		
Operations	41,621	28,606	13,014	31%	28,606	58,399	29,793	51%	715,790	687,184		
Information Technology	3,468	3,550	(82)	(2%)	3,550	11,898	8,348	70%	142,777	139,227		
Professional Fees	6,769	20,659	(13,890)	(205%)	20,659	16,708	(3,951)	(24%)	234,350	213,691		
Commercial Insurance	34,252	38,796	(4,544)	(13%)	38,796	37,255	(1,541)	(4%)	447,064	408,268		
Taxes	-	-	-	0%	-	-	-	0%	53,532	53,532		
Conferences & Training	264	-	264	100%	-	2,017	2,017	100%	24,200	24,200		
Employee Recognition	357	528	(171)	(48%)	528	1,083	555	51%	13,000	12,472		
Provision for Bad Debt	-	-	-	0%	-	-	-	0%	-	-		
Corporate Expenses	45,110	63,533	(18,423)	(41%)	63,533	68,962	5,429	8%	914,923	851,390		
Expenses	1,001,769	982,610	19,160	2%	982,610	1,031,000	48,390	4.7%	11,838,884	10,856,275		
Gross Surplus(Rev-Exp)	100,609	114,385	13,776	14%	114,385	105,740	8,645	8%	1,084,921	970,536		
Net Gain/Loss on Invest.	163,241	161,218	(2,023)		161,218	-	161,218		-	(161,218)		
Net from Operations	263,850	275,603	11,753	4%	275,603	105,740	169,863		1,084,921	809,318		

Capital Improvement Projects Master List

Project Name	Center Location	Scope of Work	Estimated Construct. Start	Estimated Construct. Finish	Status	Summary Notes/Next Steps	Funding Sources	Budget Total	Expenses To Date	Balance
Desert Hills Kiln Room Enhancements	Desert Hills	Strengthen sub-floor for 5 kilns and brick flooring. Upgrade ventilation system and electrical needs.	Mar-26	Apr-26	Construction-20%	Contract signed with Building Excellence for \$94,424 (\$10,000 is contingency). Met with construction team and club reps on 2/4 to discuss project details on site. Next step: schedule work for March.	Initiatives	\$ 90,000	\$ -	\$ 90,000
West Center Lapidary Club Expansion	West Center	Expand Lapidary Club building to the west. Renovate existing space, including Billiards Room space.	Feb-26	Dec-26	Construction-0%	Permit approved 2/11. Lapidary Club closes 2/16. Hold pre-construction meeting with project team. Start construction late February-early March.	Initia. \$991k Initia. \$43k	\$ 1,034,000	\$ 88,900	\$ 945,100
West Center Membership Services Expansion	West Center	Expand Membership Services offices in Auditorium lobby. Add lobby counters for events.	May-26	Jul-26	Bidding	Bidding project. Construction to start in May.	Initiatives	\$ 190,000	\$ -	\$ 190,000
Abrego South Pool and Locker Room	Abrego South	Redesign pool, spa, and locker rooms for potential reconstruction. Demolish existing pool facilities.	Oct-26	Mar-27	Design-10% Demo- 0%	Community meeting held on 1/23 to get initial ideas. Schematic Design in process. Awarded pool demolition contract to Catclaw Construction. Demolition to start late Feb. Waiting for permit.	Initia. \$250k \$1.651k MRR-B	\$ 1,901,539	\$ 9,600	\$ 1,891,939
Pickleball Center Fencing	Pickleball Center	Install west and north perimeter fencing and gates to better manage access and security.	Mar-26	Apr-26	Bidding	Scope of Work is complete. Bids are due 2/27.	Initiatives	\$ 50,000		\$ 50,000
Las Campanas Fitness Room Expansion	Las Campanas	Expand Fitness Room into Cypress Room for additional capacity. Install new flooring and paint.	Jun-26	Jul-26	Planning	Need scope of work details.	Initiatives	\$ 100,000	\$ -	\$ 100,000
SRS Fitness Center Expansion	Santa Rita Springs	Remove corner RSA office to expand floor area in fitness room. Paint and patch to match.	Aug-26	Aug-26	Planning	Need scope of work details.	Initiatives	\$ 40,000		\$ 40,000



Green Valley Recreation, Inc.
Board of Directors Meeting

FAC Recommendation for Browning Reserve Group

Prepared By: Nanci Moyo, Admin. Sup.

Meeting Date: February 25, 2026

Presented By: Nellie Johnson, FAC Chair

Consent Agenda: Yes

<p>Originating Committee / Department: Fiscal Affairs Committee (FAC)</p>
<p>Action Requested: Approve a request from the FAC for the Browning Reserve Group to complete the CY 2026 offsite reserve study.</p>
<p>Strategic Plan: Goal 4: Cultivate and maintain a sound financial base that generates good value for our members</p>
<p>Background Justification: FAC requested at the last committee meeting on February 17, 2026, for Board approval at the February 25, 2026, Regular Meeting of the Board for Browning Reserve Group to complete the CY 2026 offsite reserve study.</p>
<p>Board Options:</p> <ol style="list-style-type: none"> 1) Approve the Browning Reserve Group to complete the CY 2026 offsite reserve study. 2) Provide another option.
<p>Staff Recommendation: Option #1</p>
<p>Recommended Motion: <i>Move to approve the Browning Reserve Group complete the CY 2026 offsite reserve study.</i></p>



Green Valley Recreation, Inc.
Board of Directors Regular Meeting
2026 Draft Annual Workplan

Prepared By: Scott Somers, CEO

Meeting Date: February 25, 2026

Presented By: Scott Somers, CEO

Consent Agenda: No

<p>Originating Committee / Department: Administration</p>
<p>Action Requested: Approve the proposed 2026 Annual Workplan</p>
<p>Strategic Plan: GOAL 5 Provide sound, effective governance and leadership for the corporation</p>
<p>Background Justification: <p>The Board of Directors reviewed, discussed, and made changes to the draft 2026 Annual Workplan. The changes discussed at the meeting have been made.</p> <p>The proposed workplan coincides directly with the Board-approved 2022-2026 Strategic Plan. Completion of the action items identified in this workplan will support fulfillment of the Strategic Plan Initiatives, Goals, and ultimately, the Vision of the organization.</p> </p>
<p>Fiscal Impact: Each item may or may not have a fiscal impact.</p>
<p>Board Options:</p> <ol style="list-style-type: none"> 1) Approve the 2026 Proposed Annual Workplan as drafted. 2) Approve the 2026 Proposed Annual Workplan with amendments. 3) Provide alternative direction to staff.
<p>Staff Recommendation: Option #1 or #2</p>
<p>Recommended Motion: <i>I move to approve the proposed 2026 Annual Workplan.</i></p>
<p>Attachments:</p> <ol style="list-style-type: none"> 1) Proposed 2026 Annual Workplan



To: Board of Directors

From: Scott Somers, CEO

CC: GVR Senior Staff

Date: February 25, 2026

RE: 2026 Recommended Annual Workplan

Administration/CEO

- 2.2.3 Develop relationships with similar organizations to share trends, best practices, and steps to overcome customer service challenges
- Survey similar organizations and share results with the Board of Directors, as appropriate.
- 5.1.1 Provide staff support to the Board of Directors to enable proactive, complete communications about Board decisions
- With Communications, synthesize Board actions/decisions to communicate with the Members. (Ongoing)
- 5.2.1 Review the Strategic Plan regularly to ensure progress on action items and continuity year-over-year with the plan
- Complete and present an Annual Workplan to the Board for approval. (February)
 - Continue providing a quarterly report in the Meeting Book to the Board and post the Final Annual Work Plan report on the Governing Documents and Reports section of the website.
 - Provide an update to the Board on the Final Annual Workplan as part of the CEO performance evaluation. (December)
 - Process for completion regarding Strategic Plan and preparation of the 2027-2031 strategic plan. **Board held a Work Session in January 2026.**
- 5.6.1 Participate/partner with outside organizations such as Rotary, Chambers, GVC, GGVCF, etc.
- Rotary Club of Green Valley membership.
 - GVR Foundation Board meeting.
 - GVC Executive Committee.
 - GVC Representative Meeting.
 - University of Arizona Community Advisory Board member.

Board and Committees

- 4.3.3 Employ sound investment strategies to maximize passive income
- Investment Committee and Finance. (Ongoing)

5.2.2 Develop and adopt operating commitments for the Board that demonstrate courtesy, consideration, mutual respect, and willingness to listen to one another and staff

- Board credo was developed and adopted.
- Conduct a follow up of the facilitated 2025 fall workshops with the Board to develop agreements and understandings on roles and responsibilities, particularly with Board advisory committees, committee chairs, and officer positions. (April)

5.2.3 Utilize staff liaisons and the Strategic Plan to support continuity of direction.

- Staff liaison functions to be facilitated by Administration to ensure committee continuity. (Ongoing)
- Implement revised committee structure if passed per the Bylaws. (June)
- Develop a process for recruiting committee members. (June)

5.4.1. Encourage staff and Board to attend training conferences and participate in professional associations

- Research and identify Board training opportunities. (April)
- Survey Board of Directors for what they would like for training, including training to support and encourage teamwork. (April)

Communications

1.3.3 Improve interior and exterior signage: complete, consistent, accessible, concise, attractive

- Continue reviewing and updating as necessary.

1.3.4 Implement standard and electronic signage to heighten communications of activities and events.

- Review and assess benefits of installing big screen TVs in all centers to highlight activities and events. (July)

3.3.2 Improve ease of access to GVR activity schedule and opportunities

- With Recreation, develop a “getting started” program to provide instruction and supplies for drop-in activities. (September)

3.4.2 Continue to seek member feedback on a wide variety of matters via polls, surveys, in-person forums and virtual forums

- Survey members on topics as needed and share results with Board and members, and if significant, post on the website. (Ongoing)

Facilities Department

1.1.5 Introduce newer technology to improve energy efficiency when there are opportunities

- Convert lighting in Clay and Ceramics studios to LED
- Identify and begin installing thermostats to improve consistent temp controls
- Continue reviewing and implementing campus wide energy efficiency and dark skies strategies where appropriate.

1.2.3 Research and develop recommendations for providing food and beverage in certain centers (Includes Recreation Department)

- Research vending machine options. Research for café at DSC has occurred but more research is needed to install vending machines in other centers. (August)
- As budget allows, modify the LC lobby to improve seating and provide a refreshments counter (December)

- Consider food and beverage services at the DSC. (February)
- 1.3.2 Update interior and exterior furnishings, door hardware, landscaping, and amenities campus wide
- This work will continue indefinitely.
- 1.4.2 Design peripheral grounds to provide outdoor recreation opportunities: park-like settings, walking trails, outdoor games, and activities
- Per results of member poll, install rudimentary cornhole courts at EC and CR to test interest. Design a park-like setting for casual social gathering at Las Campanas, west of the pool.

Finance Department

- 4.2.1 Evaluate Maintenance Repair and Replacement (MR&R) to confirm need. (Ongoing)
- Confirm all numbers and data for both MRR-A and B are accurate prior to distribution. (Ongoing)
- 4.3.4 Provide continuous education for Board, committees, and staff about GVR financial management and positions so that they can make decisions to monitor effectively.
- Continue providing quarterly financial updates to Board and detailed financial statements to the FAC. (Ongoing)
 - Provide annual primer on reading financial statements. (Board Orientation)
 - Review Fund EZ Purchase Order System, and other third-party PO systems and implement as necessary. ***The Fund EZ PO system was found to not be adequate for GVR's needs. Other systems are currently being reviewed. A budgeting and project costing system has not been identified but research is ongoing into 2026***
- 4.4.1 Review the 3-year annual financial forecast with the Board
- Present 3-year annual financial forecast as part of the annual budget document. (Annually)
- 4.4.3 Maintain and continue to utilize the reserve study (MRR) (Ongoing)

Human Resources

- 2.2.2 Implement standardized customer service training for all staff, based on clarified policies and expectations, to ensure consistency in service. (Ongoing)
- 3.2.1 Develop a sustainable volunteer program, including recruiting and training of volunteers, to support GVR activities (Ongoing)
- Volunteers are currently utilized. If the Board want to expand, then we should schedule a W Work Session on this matter.
- 5.3.3 Provide training and team activities to help people demonstrate these GVR values (Ongoing)

IT Department

- 1.2.5 Employ newer technologies to benefit members' abilities to fully utilize facilities
- Simplify members experience while using GVR rooms and a/v equipment. Providing GVR laptops to each major center to create consistency and ensure compatible connections. (Ongoing)
- 5.5.1 Develop a continuity of operations plan that includes evacuation locations, IT operations, personnel emergency succession, document preservation, etc.
- Desert Hills has been designated by IT as the primary server, database, and file failover location. Nightly backups are generated at AO and replicated to DH to ensure continuity in

the event of a disaster. DH also maintains continuously synchronized copies of all major operating systems, enabling near-real-time system duplication with an estimated 10-second latency.

Member Services Department

2.2.1 Implement a quality assurance system to ensure that exceptional customer service is happening, such as secret shopper, a review schedule to see how systems and processes are operating.

- Work with attorney to gain additional knowledge with regard to GVR's boundary, master development agreements, deed restrictions, title agreements, and collections. Better define/understand GVR's boundaries. (Ongoing)
- Continue to explore and find solutions to identify and decrease membership and guest card misuse. (Ongoing)
- Partner with Communications to create a new, comprehensive New Member Welcome Packet. (July)
- Partner with Communications to create and distribute a realtor information sheet. (October)

3.3.1 Conduct a policy and process review.

- Investigate possible alternatives to our current membership database to combine databases, add capabilities, and improve overall experience (occurring in 2026)

Recreation Department

1.1.2 Assess and improve fitness center functionality

- Work with facilities on plans to expand the Las Campanas Fitness Center. (August)

1.2.2 Assess spaces for specific activities and equip those spaces properly, such as art class space with washable floors

- Work with Facilities and Field Services to identify and equip specific rooms suited for activities that can be restricted to these rooms; i.e. poker, yoga, etc. (Ongoing).

1.2.5 Employ newer technologies to benefit members' abilities to fully utilize facilities (See Facilities).

- Investigation options to implement an online reservation system as part of an updated system/systems for Membership and Recreation (Ongoing).

3.1.1 Work with Communications to promote and highlight activities and events that are accessible to members with mobility challenges and other age-related limitations.

- Identify specific, on-going activities and events which meet these criteria and furnish a list to Communications for follow up (August)

3.1.3 Continue to identify programming and events that members want.

- Gradually expand food and beverage offerings at West Center (large events such as concerts and dances) and Del Sol Clubhouse (smaller, typically free events) in a disciplined manner which continually retains popular food/beverage choices and regularly offers new options. (Ongoing)

3.3.1 Conduct a policy and process review

- Complete SOP documentation for all Recreation functions (August)



Green Valley Recreation, Inc.

Board of Directors Meeting

Corporate Policy Manual Complimentary Guest Policy

Prepared By: Nanci Moyo, Admin Sup.

Meeting Date: February 25, 2026

Presented By: Candy English, BAC Chair

Consent Agenda: No

<p>Originating Committee / Department: Board Affairs Committee (BAC)</p>
<p>Action Requested: Review the BAC recommendation for Corporate Policy Manual (CPM) change to 1.2.1.A.5.b Identification Card/Complimentary Guest Policy.</p>
<p>Strategic Plan: Goal 5: Provide sound, effective governance and leadership for the corporation.</p>
<p>Background Justification: The complimentary guest cards were to be treated like the annual guest card and have 30-day use due to the misuse found from unlimited use. The goal of the complimentary guest pass was to treat single homeowners the same as a two-person household, which receives two passes. Putting the limitation of the 30-day use on the Complimentary Guest Pass was not treating the single owner the same.</p> <p>In the Corporate Policy Manual (CPM) 1.2.1 Identification Card states the Complimentary Cardholder ID is different from Complimentary Guest ID, which is a single only annual guest card issued to sole-owner GVR Members and no other person residing with a GVR member in the home.</p> <p>The BAC recommended the Complimentary Guest ID, for one guest, receives 30 days within a year and allow an extension for 30 more days, for a total of 60 days.</p>
<p>Board Options:</p> <ol style="list-style-type: none"> 1) Approve the recommended BAC change to 1.2.1.A.5.b. 2) Approve to make the card good for 60 days from the start without requiring it be renewed after 30 days. 3) Recommend maintaining the existing Complimentary Guest ID.
<p>Staff Recommendation: Option #2</p>
<p>Recommended Motion: Move to approve the BAC recommendation for 1.2.1.A.5.b with these changes: add after GVR Member in sentence one - "for one guest for thirty (30) days within the year, and allow an extension for thirty (30) more days, for a total of sixty (60) days,"</p>
<p>Attachments:</p> <ol style="list-style-type: none"> 1) Redline version of CPM 1.2.1.A.5.b

SECTION 2 - USE OF GVR FACILITIES

1.2.1 Identification Cards

- A. It is the policy of GVR that each authorized user of GVR facilities be issued a GVR membership identification card (ID) as set forth herein.
1. An ID card shall be issued to each GVR Member, each Assigned Member, each CRCF Resident, and each Life Care Member.
 2. A spouse of a GVR Member shall be issued an ID card unless the spouse has disclaimed interest in the property.
 3. If a GVR property is held in a trust, each trustee shall be issued an ID card unless the trust specifies otherwise.
 4. If a GVR property is owned by a corporation, LLC, or similar entity, an ID card shall be issued to up to two (2) officers or managing partners.
 5. Additional Card Holder:
 - a. Complimentary Cardholder ID: An ID card shall be issued at no fee for one (1) individual residing with a sole owner GVR Member or sole Assigned Member upon proof of residency.
 - b. Complimentary Guest ID: A single only annual guest card shall be issued to sole-owner GVR Members, for one guest for thirty (30) days within the year, and allow an extension for thirty (30) more days, for a total of sixty (60) days, for no fee where there is no other person residing with the GVR Member.
 - c. Additional Cardholder: For a fee, established by the Board, an ID card shall be issued to other individuals upon proof of residency.



Green Valley Recreation, Inc.

Board of Directors Work Session

CPM Changes to Board Meeting and Minutes

Prepared By: Nanci Moyo, Admin.

Meeting Date: February 25, 2026

Presented By: Kathi Bachelor, President

Consent Agenda: No

<p>Originating Committee / Department: Board of Directors/Administrative</p>
<p>Action Requested: Review and approve changes to the Corporate Policy Manual (CPM) in Part 2 Board of Directors, Section 3 Meetings, 2.3.2.C.7 and 2.3.3.C.</p>
<p>Strategic Plan: Goal 5: Provide sound, effective governance and leadership for the corporation.</p>
<p>Background Justification: The Board of Directors meeting on January 28, 2026, the Board reviewed a list of changes to Part 2 Board of Directors, Section 3 Meetings and approved changes to the CPM. Two items were not voted on and are being brought to this February 25, 2026, meeting.</p> <p>The two changes include:</p> <ul style="list-style-type: none"> • 2.3.2.C.7 Staff recommends removing “prior to the Consent Agenda.” • 2.3.3.C Staff recommends adding “or addition” and replace “removed” to changed.
<p>Fiscal Impact: None</p>
<p>Board Options:</p> <ol style="list-style-type: none"> 1) Approve changes to 2.3.2.C.7 and 2.3.3.C. 2) Have the Board Affairs Committee review and submit a recommendation to the Board.
<p>Staff Recommendation: Option #1</p>
<p>Recommended Motion: Move to approve the change to 2.3.2.C.7 to remove the words “prior to the Consent Agenda and”. To read: Members may speak for no more than two (2) minutes on any GVR-related issue prior to the Consent Agenda and prior to adjournment of each Regular or Special Meeting, unless additional time is allotted by the Presiding Officer.</p> <p>Move to approve 2.3.3.C with the addition of “or addition” and replace “removed” to “changed”. To read: If during the approval section of the agenda a majority of Directors support removal or addition of any item(s) it will be changed.</p>
<p>Attachments:</p> <ol style="list-style-type: none"> 1) Redline of CPM 2.3.2.C.7 and 2.2.3.C

SECTION 3 - MEETINGS

2.3.2 Conduct for Board Meeting

- C. GVR Members shall be permitted to address the Presiding Officer to provide input, subject to the following protocols:
 - 7. Members may speak for no more than two (2) minutes on any GVR-related issue ~~prior to the Consent Agenda and~~ prior to adjournment of each Regular or Special Meeting, unless additional time is allotted by the Presiding Officer. This is an opportunity for members to provide comments but not an opportunity for members to engage in questions and answers with Directors or staff. If members have questions for the Board, they are encouraged to submit their questions in writing, preferably through the Board email at Board@gvrec.org.

2.3.3 Agenda Scheduling and Preparation

- C. Items for agenda consideration must be submitted to the President and CEO (or the respective designee) by 12pm (noon) six (6) business days prior to the date of the Board meeting. If the deadline for item consideration is not met, the item will be placed on the next Regular Meeting agenda. If during the approval section of the agenda a majority of Directors support removal or addition of any item(s) it will be ~~removed~~ changed.



Green Valley Recreation, Inc.
Regular Board Meeting

DSC Food and Beverage Service

Prepared By: Scott Somers, CEO

Meeting Date: February 25, 2026

Presented By: Scott Somers, CEO

Consent Agenda: No

<p>Originating Committee / Department: Administration</p>
<p>Action Requested: Direct staff to pursue creating an in-house GVR operated café at the Del Sol Clubhouse.</p>
<p>Strategic Plan: Goal 2: Provide quality programs and services to meet the needs of all income levels and abilities of current and future members</p>
<p>Background Justification: The Board met in Work Session on February 18, 2026, to discuss and debate the pros and cons of GVR providing food and beverage service at the Del Sol Clubhouse, rather than soliciting a vendor or installing vending machines. While most Board members in attendance were supportive of the idea, there were requests for additional information to help the Board make an informed decision. The information provided at the Work Session has been distilled into a two-page document that starts with the ‘simple’ phase, moves into the breakfast/lunch phase, and discusses but does not model the final, expanded phase. See attached. The per day sales/cost of goods numbers used, starting with what was needed to cover the staffing levels, was close enough to what the 2024 Café Subcommittee proforma showed, so the 2024 numbers were used. The Phase II numbers are in a month-to-month proforma format and are seasonal adjusted to reflect what we believe is fairly accurate since we are using GVR fitness center attendance numbers due to the seasonality of GVR fitness centers. Listed here are non-exhausted pros and cons of each option to consider in terms of providing food and beverages services to our members at the Del Sol Clubhouse: 1) In-house GVR operated café: greater control (if you own it, you control it); seamless coordination with events and activities and marketing; serves as a spring board for expanding food and beverage options at West Center and other centers as the need and desire increases; better maintenance of equipment and facilities; GVR accountability; ensuring Fire Marshal and health codes are being followed; public access reverts back to private club status; consistent with GVR mission (excellent facilities and services that create opportunities for recreation, social activities); I personally have extensive experience running and operating cafes and coffee carts in Seattle, San Francisco, and Tucson and would dedicate time to ensure the success of this café and venture; additional labor and supply costs; increased risk and liability.</p>

- 2) Secure a different vendor. No other vendors were interested a year and a half ago. This option, however, could be explored again.
- 3) Install vending machines instead of working with people. This option loses the personal touch and creates a more sterile environment, but is the least risky of the options, other than potentially not satisfying member interest in having a social gathering space since this option would be less inviting.
- 4) Letting GVR clubs offer, on a rotating voluntary basis, a self-help, honor system coffee/prepackaged pastries operation at Del Sol Clubhouse, with net proceeds retained by the clubs involved. This idea has the potential of being an easy, low-impact way to make these services available to GVR members without GVR operating a restaurant, or entering into another agreement with a restaurant operator, or buying or leasing vending machines. Staff concerns with this option are that volunteers can be unreliable and perhaps not accountable, since they are volunteers; whereas, it's much easier to give clear direction to staff and expect that direction will be followed. It would seem that most members would prefer reliable and consistent food and beverage services.

Fiscal Impact:

Dependent on the option selected. Start up costs to develop a GVR in-house operate café are under \$10,000, the funds of which are currently available in the 2026 Recreation Department Budget.

Board Options:

- 1) Direct staff to pursue creating an in-house GVR operated café at the Del Sol Clubhouse.
- 2) Direct staff to pursue securing a vendor.
- 3) Direct staff to install vending machines.
- 4) Let GVR clubs offer, on a rotating voluntary basis, a self-help, honor system coffee/prepackaged pastries operation at Del Sol Clubhouse, with net proceeds retained by the clubs involved.

Staff Recommendation:

Option 1

Recommended Motion:

I move to direct staff to pursue creating an in-house GVR operated café at the Del Sol Clubhouse.

Attachments:

- 1) February 20, 2026 Café Business Plan

Phase II – Breakfast and Lunch

We anticipate this phase starting as early as May '26 and have accepted revenue and cost-of-goods numbers from the well-researched July '24 committee proforma, which implied that, adjusted for seasonality, revenue would average \$936 per day, and cost-of-goods would average \$374 per day. We have adjusted the 2024 proforma for a different seasonality model (using GVR fitness center activity), for a different staffing level, and have allocated additional funds for a POS system and marketing and promotions. 2024's committee report's daily averages are shown for comparative purposes.

	2026 - May thru December							2027 January thru April				Total	Per Day	2024	
	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar				April
Seasonal (1)	0.83	0.76	0.73	0.86	0.88	0.97	1.06	1.06	1.29	1.25	1.24	1.08	1.00		
Business Days	21	22	22	21	22	22	18	22	20	19	23	22	254		
Revenue/Day (2)	\$776	\$709	\$684	\$805	\$825	\$912	\$991	\$992	\$1,209	\$1,171	\$1,161	\$1,012	\$936	\$936	\$936
Monthly Revenue	\$16,351	\$15,647	\$15,094	\$16,957	\$18,195	\$20,112	\$17,896	\$21,883	\$24,234	\$22,298	\$26,761	\$22,312	\$237,740		
Staff/Day (3)	\$8,799	\$9,218	\$9,218	\$8,799	\$9,218	\$9,218	\$7,542	\$9,218	\$8,380	\$7,961	\$9,637	\$9,218	\$106,426	\$419	\$420
FT Staff Holiday Pay	\$229		\$229		\$229		\$686	\$229	\$458	\$229			\$2,288		
Cost of Goods (4)	\$6,540	\$6,259	\$6,037	\$6,783	\$7,278	\$8,045	\$7,159	\$8,753	\$9,694	\$8,919	\$10,704	\$8,925	\$95,096	\$374	\$374
Other Costs (5)	\$1,962	\$1,878	\$1,811	\$2,035	\$2,183	\$2,413	\$2,148	\$2,626	\$2,908	\$2,676	\$3,211	\$2,677	\$28,529	\$112	\$82
Total Expense	\$17,530	\$17,354	\$17,295	\$17,617	\$18,908	\$19,676	\$17,535	\$20,826	\$21,439	\$19,785	\$23,553	\$20,820	\$232,339	\$915	\$876
Monthly Net	(\$1,179)	(\$1,707)	(\$2,202)	(\$660)	(\$713)	\$436	\$362	\$1,057	\$2,795	\$2,513	\$3,208	\$1,492	\$5,401	\$21	\$60
	(1) seasonality based on use of fitness centers, i.e. adjusts for members in town, but not for weather changes which pool use would also include.														
	(2) taken from July '24 model.														
	(3) differs from July '24 model. 2.2 FTE. \$22/hr + OT for supervisor, \$15.50 for 1.125 PT FTE, benefits avg 27% instead of 23.5%. Not seasonally adjusted.														
	(4) 40% of food revenue, using percentage from July '24 model.														
	(5) 12% of revenue for sales tax, POS system, advertising and promotion.														

Menu options will expand in this phase to include sandwiches, soups, salads and perhaps ice cream. We do not anticipate pursuing a Private Club liquor license for alcohol service during this period. Phase II adds a second FTE, creates a full-time supervisor position who works alongside PT staff, and is expected to last through 2026. We'll be able to gauge our performance using each month's seasonally adjusted numbers. As we move into late 2026, we will know if we're ready to model and pursue Phase III, which will include alcohol and evening meal service and even more expanded entertainment. That said, if Phase II is immediately successful, and leadership is comfortable, moving into Phase III in Fall 2026 as 'the season' starts is an option.

During Phase II, we may well offer special events like a sit-down dinner or two provided by a local caterer or by one of our cooking instructors. And, we will seek out food trucks who might want to make an occasional visit, all in the interest of increasing traffic at Del Sol.