

2023 BHA Annual Meeting January 28, 2023





2023 BHA Annual Meeting January 28, 2023



2022 Bald Head Association Board of Directors

- Alan Briggs, President
- John Kinney, Vice President
- Robert Drumheller, Secretary/Treasurer
- Jennifer Lucas
- Tiffany Williams
- Joe Brawner







Alan Briggs

John Kinney

Robert Drumheller







Joe Brawner



BHA Staff

- Carrie Moffett, Executive Director
- Mary Anne Arata, Deputy Director
- Diane Mesaris, Administrative Assistant
- Fran Pagliaro, ARC Coordinator
- Pam Henson, Communications Manager
- Leigh Ann Fink, Bookkeeper
- Pam Rainey, Customer Relations Associate
- Sharon Beasley, ARC Administrative Associate
- Kimberly Bandera, ARC Specialist
- Dora Richey, Covenants Compliance Associate









Fran Pagliaro









Pam Henson

Leigh Ann Fink

Pam Rainey

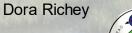






Sharon Beasley

Kimberly Bandera



Proof of Quorum

• Per Article III, Section IV of the Bylaws:

At the annual meetings and all special meetings, the presence, in person or by proxy, of one hundred-fifty (150) entitled to be cast, or of proxies entitled to cast votes, shall constitute a quorum for any action except as otherwise provided in the Articles of Incorporation, the Declaration, or these Bylaws.



Approval of Minutes



Nominating Committee

- Articles V and XI of BHA's Bylaws describe the make-up and the responsibilities of the Nominating Committee.
- BHA asked property owners multiple times through the Island Report and Compass to 1) volunteer for the Nominating Committee and 2) contact the Nominating Committee Chair if they were interested in running for the Board.
- The Committee met twice throughout the summer, and, as required by the Bylaws, informed the Board at its regular September meeting the names of candidates put forward to the membership for consideration at the 2023 Annual Meeting.
- Committee put forward the names of all who were interested.

Members:

John Kinney, Chair Dennis Hogan Keith Earnshaw Kay Menk Betty Robinson Sandra Gleich (alternate)



Introduction of 2023 BHA Board Candidates







Nathan McBrayer



Paul Carey

Bob Keiger n er

Christine Osborne

Tiffany Williams



Call for Election

- Proxies received prior to the meeting.
- Online ballot available today (9:00-10:00am) for anyone who hasn't already voted.
- In-person paper ballot available today (9:00-10:00am) for anyone who hasn't already voted.
- Our Teller Committee:
 - Diane Mesaris
 - Laurie Jelinek



BHA Today

Current number of member properties as of January 1, 2023:

Total — 1,889

- Rooftops 1,184 (1,162 as of 1/2022)
- Lots 705 (729 as of 1/2022)
- 22 lots were converted to new homes in 2022



Background – What is BHA charged to do?

Articles of Incorporation direct BHA to:

- 1. Administer and enforce architectural review guidelines.
- 2. Own and manage the Common Area.
- 3. Provide recreational services/facilities for members.
- 4. Communicate activities/decisions of interest to members.
- 5. Promote the health, safety and welfare of members.



BHA's Covenants Provide:

2.1 Function of Association.

The Association will be responsible:

(a) to act on such matters as the Board determines affects the welfare and recreation of its Members and the beautification and conservation of the natural environment of the Properties...

(b) to communicate the actions, decisions and activities of the Association and Bald Head Island events...

(c) to provide such services and facilities to its Members as the Board determines will promote the welfare and recreation of its Members and beautification and conservation of the natural environment of the Properties...

(d) for ownership, management, maintenance, operation and control of the Common Area...

(e) for enforcement of this Declaration, the Articles, Bylaws and the Rules and Regulations...

(f) for administering and enforcing the architectural design guidelines...



1. Administer and enforce architectural review guidelines

- Enforce BHA's Covenants and Design Guidelines.
- Facilitate and review property owner submittals in accordance with BHA's Covenants and Design Guidelines.
- Promote the beautification and conservation of the natural environment of the Properties.
- Maintain archives of plans and paint colors on over 30 years of house plans.



2022 ARC Activities

- Held 22 Architectural Review Committee (ARC) meetings.
- Reviewed 330 submissions in ARC meetings.
- Reviewed 31 interim submissions between meetings.
- 39 New Construction projects were approved, encompassing a total of 88 individual draft, preliminary and final submittals. 81% of final submittals were approved.
- Educated increasing number of new architects and designers about BHI
 coastal vernacular and details of Covenants and Design Guidelines.
- Met with BHA Board and Village to devise a plan for expediting applications, reviews and inspections in the wake of an economic upturn. Result: staff reassigned to process increased number of submittals.
- Finalized 26th Edition of the Design Guidelines.



2022 ARC Activities

- Facilitated Paint Color requests a total of 53 Paint/Roof submittals with 42 approved (79% approval ratio).
 - 59 initial tree site visits plus onsite follow-up as needed.
 - 105 approved trees to be removed 5 on BHA land, 2 HOA, 4 drip-line (1 SC & 3 SW), 1 Village, 46 owner owned, 1 Alleyway.
- New ARC staff hires Kim Bandera and Sharon Beasley.
- Developed new non-residential design guidelines.



2022 ARC Activities

Year	Combined New Construction Submittals	Major Renovation	Minor Renovation/ Change	Paint/Roof	Other	TOTAL
2022	88	31	91	53	67	330
2021	76	43	82	49	86	336
2020	54	22	96	77	66	315
2019	36	22	114	70	47	289
2018	64	12	89	46	37	248



2022 Site Management

Final Inspections	
Projects inspected	40
Projects unable to be inspected	2
Inspections completed	18
Deposits returned	\$88,000

Preconstruction site management visits: Approx. 62+ (3 visits required per site)



ARC Activities – Middle Island/Harbour

Architectural Reviews	MI-ARC	HARB
New construction reviews	12	7
Major change reviews:	0	4
Minor change reviews:	6	9
Landscape reviews:	2	8
Paint change reviews:	2	4
Total*	22	32
	and the second second	And Andrews and Andrews
Final Inspections	MI	HARB
Projects inspected	1	1
Inspections completed	1	1
Deposits returned	1	1
Total	\$10,000	\$2,200

* Some projects were reviewed multiple times.

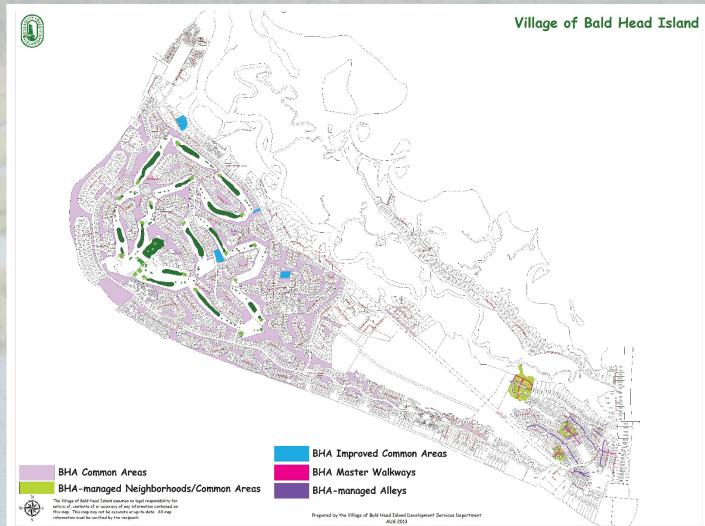


2. Own and manage the Common Area

- Manage all aspects of the three communities of Keeper's Landing, Surfman's Walk and Sumner's Crescent.
- Manage amenities or assets of six additional neighborhoods (Braemar, Cedar Court, Muscadine Grove, Loggerhead, Palm Court and Palmetto Cove).
- Maintain 13 alleys located in the East End along 125 individual properties.
- Manage tree trimming and removal requests on unimproved Common Area, such as that along the golf course.
- Manage and maintain improved Common Area Association Center, Battery 4, Boat Park, Garden, Wildlife Overlook, Master Walkway (CFS).
- Help protect the natural uniqueness of Bald Head Island through the management of approved tree and limb removal.



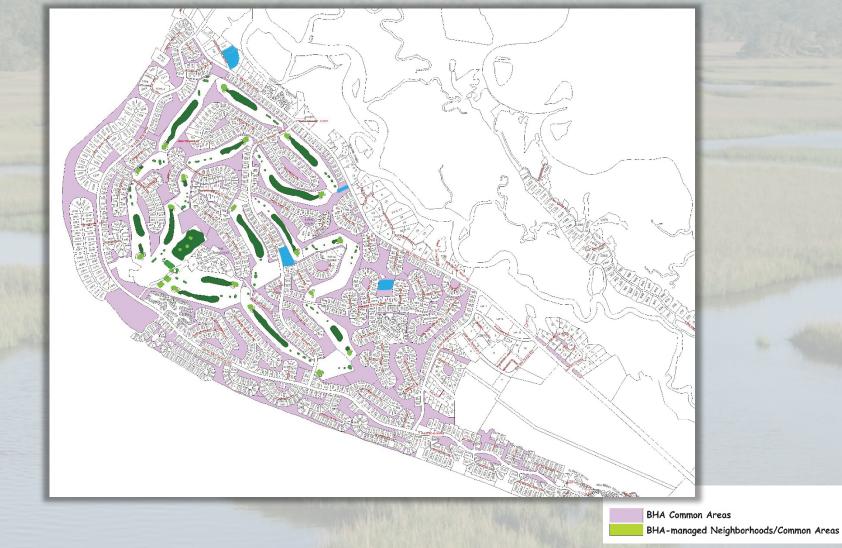
Background – Common Area



Prepared by the Village of BHI Development Services Department – August 2013



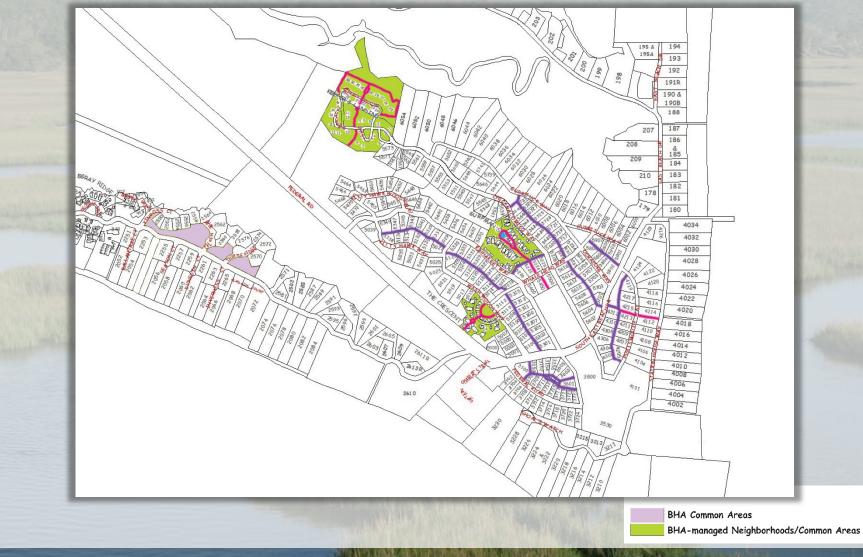
Background – Common Area (West End)



BHA Improved Common Areas BHA Master Walkways

BHA-managed Alleys

Background – Common Area (East End)



BHA Improved Common Areas BHA Master Walkways BHA-managed Alleys

3. Provide recreational services/facilities for members

- Facilitate the use of the Association Center for meetings, recreational facilities, weddings and other activities — 366 activities in 2022.
- Manage improved Common Areas for property owner use.
- Lease Common Area for Village of BHI to house the Mulch Site and the Dog Park.
- Provide varying educational and recreational activities for members through the Education and Recreation (ER) Committee.



4. Communicate activities/decisions of interest to members

- Communicate news, what is happening and other pertinent information.
- Published, distributed and archived 12 months of Island Report newsletters.
- Published, distributed and archived 61 BHA's Compass email bulletins throughout 2022 (36% increase over 2021).
- Held informational meeting regarding the BHI Ferry/Transportation System.
- Held mid-year online meeting with the BHA's Board of Directors and staff.
- Held three special meetings of the Board regarding the special needs beach access and utilization of Common Area for driveways.
- BHA website 2022 average monthly users: 2,853 and 2022 average unique pageviews: 6,289.
- Increased our Facebook/YouTube following.
- Printed and distributed inaugural edition of the BHI Community Directory.



5. Promote the health, safety and welfare of members

- Attend island entity and off-island meetings to promote the health, safety and welfare of property owners — full- AND part-time residents.
- Intervened in NCUC dockets Sub 21 and 22 to help bring about conclusion of ferry system sale as beneficial to members.

Nelcome!

Bald Head Island

Basics

Bald Head Association

- Sent out two surveys with significant input received by members.
- Help property owners navigate the ins and outs of property ownership on Bald Head Island.
 - Sent 166 Welcome Packages to new property owners in 2022 (decreased from a record number of 280 in 2021 and 247 in 2020).
 - Utilized BHA's Compass, Island Report, website and "BHI Basics" for informing property owners and visitors about Bald Head Island essentials.

2022 Covenants Enforcement

- Enforcement of Covenants helps maintain property values.
- 2022 Violations 40 total
 - Unauthorized work done outside of ARC approval process 20
 - Unauthorized tree trimming 4
 - Exterior lighting violations 11
 - Boat in yard overnight 3
 - Multiple violations at one home 2
- Community Wide Standards CWS Violations
 - CWS Committee 7
 - Annual inspection of BHA-managed neighborhood total 41
 - Sumner's Crescent 13
 - Keeper's Landing 28
 - Surfman's Walk—17

Note: No Community Wide Standards (CWS) Committee member or BHA staff member trespasses on a property without owner permission or being asked by the property owner.



Architectural Review Committee (ARC)

Section A

- Meeting first Friday of every month except January
- ARC Section A will review applications for properties from the median of Muscadine Wynd, West except for the following multi-family communities:
 Lighthouse Landing, Ibis Roost, Royal James Landing, Sabal Palm Cottages, The Hammocks, The Villas and Timbercreek.



DESIGN GUIDELINES (Standards & rules)

FOR BALD HEAD ASSOCIATION MEMBERS

Section B

Meeting third Friday of every month except December

ARC Section B will review applications for properties from the median of Muscadine Wynd, East **including** Silversides Trail, as well as the following BHA PUD and multi-family communities: Cape Fear Station, Flora's Bluff/Killegray Ridge, Ibis Roost, Keeper's Landing, Lighthouse Landing, Royal James Landing, Sabal Palm Cottages, Sumner's Crescent, Surfman's Walk, The Hammocks, The Villas and Timbercreek.



2022 ARC Members

Section A

- Dave Pacyna, Chair
- Bill Bourne
- Steve Davis
- Dixon McLeod
- Joyce Nelson
- Kathy Newman
- Jan Triplett
- John Kinney, BHA Board Liaison

Section B

- Terry Steelman, Chair
- Maria Earnhart
- Mike Herriott
- Patrick O'Bryant
- Jennifer Pitts
- Mark Prak
- Jennifer Russel
- Gil Wilson
- David Wray
- John Kinney, BHA Board Liaison



Finance Committee

- Reviewed and provided input for 2023 budget organizational and BHA-managed neighborhoods.
- Very active with financial needs associated with the Association.
- Monitored activity in 11 separate bank accounts, which enables separate financials for BHA and individual neighborhoods.
- Reviewed audit of 2021 financials for Board approval.

Committee Members:

Robert Drumheller, Chair Brent Blackmon Mark Chilton Lisa Lautner Scott Yancy Jennifer Lucas, Board Liaison



Resource Conservation & Beautification Committee (RCB)

- Two Island-wide Litter Sweep campaigns.
- 4th annual "Operation Re-Forest We Forest."
 - Organized the purchase and delivery of 94 trees.
 - Planted and watering management of 11 Honor Trees.
 - Facilitated bulk discount for property owners to purchase trees to plant on their own property.
 - Planted one memorial live oak tree for retired BHA Board member John Fisher.

Members:

Barbara and Dale Giera, Co-chairs Lindsey Owings Zeman Sean Callihan Paul Stetson Kim Scagnelli

Lillian Carter Sandy Kades Kay Menk Tiffany Williams, Board Liaison



Operation Re-Forest — We Forest

- 4th annual operation.
- 11 live oaks planted as "Honor Trees."
- 94 trees planted by BHA or delivered to owners:
 - 25 live oaks
 - 19 yaupon hollies
 - 35 wax myrtles
 - 15 sabal minor palms
- Online map of Honor Trees and all trees planted for operation will be added to website.



Education and Recreation (ER) Committee

Ongoing and special events

- New activities in 2022 included Calligraphy Class, Game Night, Island Picnic, Charcuterie Demonstration, Autumn Food Demonstration and Cookie Exchange.
 Members: Betsi Stephen, Chair
- Held six Community Potluck Dinners.
- Held Island Treasures.
- Regular yoga classes throughout 2022.
- Smith Island Social returns tonight.

Betsi Stephen, Chair
Andra Kinlaw
F.A. McLeod
Debi Byrd
Millicent O'Connor
Kris Riley
Kathy Newman
Linda Rabb
Grace Valentine
Jennifer Lucas, Board Liaison



Long-Range Planning (LRP) Committee

- The LRP Committee is a "Think Tank" for Bald Head Association. It looks at the big picture — where are we going and how are we going to get there.
- Organized a sub-committee to consider the short- and long-term space needs of the Association Center.

Members: Greg Wendling, Chair Bob White Joel Michaels Scott Thomas Victoria Lonker Walter McNairy Courtney Callihan Elizabeth (Betty) Robinson Alan Briggs, Board Liaison



Community Wide Standards (CWS) Committee

- Began 2022 with 19 homes in the CWS process. Today, only 3 remain, and all are progressing toward completion.
- 34 driveways were found to be potentially out of compliance;
 9 were voted on and found in violation.
 - 3 are completely finished.
 - 6 are in process.

Members:

Debra Drumheller, Chair Bob Keiger Holly White Jeff Kenney Elisa Roels Sandy Riegert Joe Brawner, Board Liaison



Recognition of committee members whose 3-year terms have expired/resigned

Architectural Review Committee (ARC) Joyce Nelson

Finance Committee

Brent Blackmon

Resource Conservation & Beautification (RCB) Committee

Lillian Carter Kay Menk Kim Scagnelli Education and Recreation (ER) Committee

Andra Kinlaw Kathy Newman Linda Raab

Long-Range Planning (LRP) Committee Peter Menk





BHA Committee Volunteer Opportunities

Committee	Volunteer Form
Bald IIcad Association P.O. Box 3030 / Bald Head Island, NC 28461 Phone 910-457-4676 / Fax 910-457-4677 Email: Carrie@BaldHeadAssociation.com	
Name Address City, State 73p BHI Phone Off Island Phone	
Fax	
Profession	 Strategic Planning and Long Range Projects Committee (SP) Socialization, Education and Recreation Committee (SER) Resource Conservation and Beautification Committee (RCI
t want to serve as a committee member be	cause:
t could contribute the following ski	Ils or perspective:
If I am not chosen for this committee, I Architectural Review Committee (AF Finance Committee Nominating Committee	would be willing to serve on the (check all that apply): ★ Strategic Planning and Long Range Projects Committee ★ Socialization, Education and Recreation Committee (S ★ Resource Conservation and Beautification Committee
Thank you! Feel free to attach additional pages if Emailed or faxed submissions are we	needed to answer the questions. Jeome.

SPLRE

- Volunteer forms available:
- On BHA website (www.BaldHeadAssociation.com)
- By email request: diane@baldheadassociation.com





BHA's 2022 Priorities

- Cooperation with all Island entities.
- Improve Architectural Review Committee (ARC) process.
- Education before violations.
- Communications and transparency.
- Welcome and integrate new homeowners and members.
- Support staff.
- Continued financial stability.

Sound Financial Stewardship

Philosophy: Aversion to debt and to maintain appropriate reserves for the protection of assets.

- BHA's Basic Annual Dues increased modestly five times since 2015 (increase of \$255), despite increasing costs — inflation, merger, insurance, etc.
- \$2.1m currently in reserves for maintenance/repair of assets BHA owns and/or manages.
- In 2022, implemented year 2 of a 5-year plan to secure 70% of reserve study recommendations for all assets. The study was conducted in 2020 by a professional reserve firm and is consistent with national best practices.
- BHA is debt free. All BHA buildings and property are owned and fully paid for.



Sound Financial Stewardship

10 years of dues:

Year	Percent increase
2023	15%
2022	10%
2021	15%
2020	0%
2019	13%
2018	0%
2017	0%
2016	0%
2015	10%
2014	0%

- 15% increase for 2023 largely due to reserves (11.5%), salaries (8%) and inflation (7%).
- Comparable increases seen among other Island entities, including BHI Club and Shoals Club.
- Overall, in line with the U.S. economy in general — Dept. of Labor just reported median weekly earnings rose 7.4% in 2022.
- 2023 is the last year of the Wildlife Overlook Special Assessment.

NOTE: The 2023 Budget can be found at www.BaldHeadAssociation.com/about-bha.



2020 Reserve Study Impacts on Budget

Reserve Study Results:

- BHA maintains \$3.3 million worth of assets.
- 2020 reserve study resulted in a 5-year step-up plan to collect funds for repairing or replacing assets at the end of their useable life.
 - Collect 46.5% of anticipated replacement costs by Dec. 31, 2023; 58% by Dec. 31, 2024; 70% by Dec. 31, 2025.
- Adjustments to the reserves for specific BHA-managed areas have been allocated to those areas through supplemental dues.
- Continue to maintain and repair all assets in order to extend their usefulness.
- Update reserve study every 5 years, in keeping with national best practices.



On the horizon...

- Continue informing members about the sale of the BHI Transportation System.
- Complete conveyance of lagoons (in whole/in part) to BHI Club.
- Update BHA's website and owner portal combination.
- Continue Community Wide Standards evaluations.
- Work with the Village of BHI to enhance the Dog Park.
- Integrate property owner members into committee structure and train next generation of organizational leadership.
- Continue working with the BHI Club and Village of BHI to implement new Non-Residential Design Guidelines.
- Work with the Village of BHI to finalize the Boat Park relocation.
- Continue working closely with Island entities, particularly as BHI Limited's ownership of the Island wanes.





2023 BHA Annual Meeting

January 28, 2023



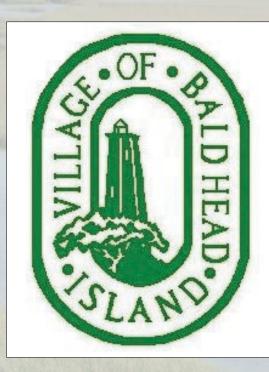
BHI Organizational Presentations

- Peter Quinn, Mayor, Village of BHI
- Chris Webb, Executive Director, Old Baldy Foundation
- Kevin Arata, Village Chapel of BHI
- Chad Paul, CEO, BHI Limited
- Cam McIntyre, President, Public Service Auxiliary (PSA)
- Chris Shank, Executive Director, BHI Conservancy/SILT
- David Sawyer, CEO, BHI and Shoals Clubs

For online audience: After all presenters have spoken, questions can be asked by "raising your hand." You will be asked to unmute yourself. Please state your name and your property address on BHI.



Hon. Peter Quinn, Mayor, Village of BHI





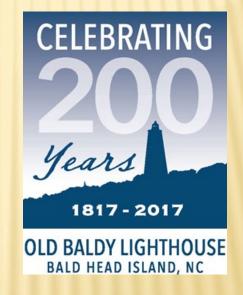
Chris Webb, Executive Director, Old Baldy Foundation





OLD BALDY FOUNDATION





OLD BALDY 2017



CURRENT FACILITIES









CURRENT FACILITIES









PRELIMINARY DESIGN For OLD BALDY FOUNDATION

Old Baldy Lighthouse Museum

Bald Head Island, North Carolina 28461



Consultants

BOWMAN MURRAY HEMINGWAY

Plumbing, Mechanical & Electrical: , PA CBHF Engineers, PLLC set 2246 Yaupon Drive 101 Willmington, NC 28401 (910) 791-4000



SCHEMATIC)
DESIGN	

Drawing Index ARCHITECTURAL: A0.0 COVERSHEET

OVERALL SITE PLAN SITE PLAN FIRST FLOOR PLAN

SECOND FLOOR PLAN ELEVATIONS FLEVATIONS

BUILDING SECTIONS RENDERING RENDERING BENDERING

A0.0 A1.0 A1.1 A2.0

A2.1 A3.0 A3.1 A4.0 1.0 2.0 3.0



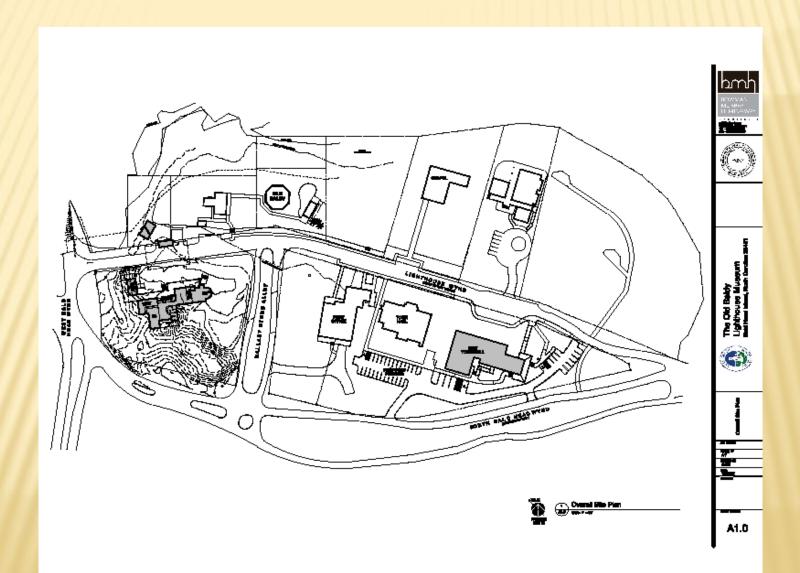
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Land donation from Robin & Mark Prak



OVERALL SITE PLAN



CAMPUS SITE PLAN

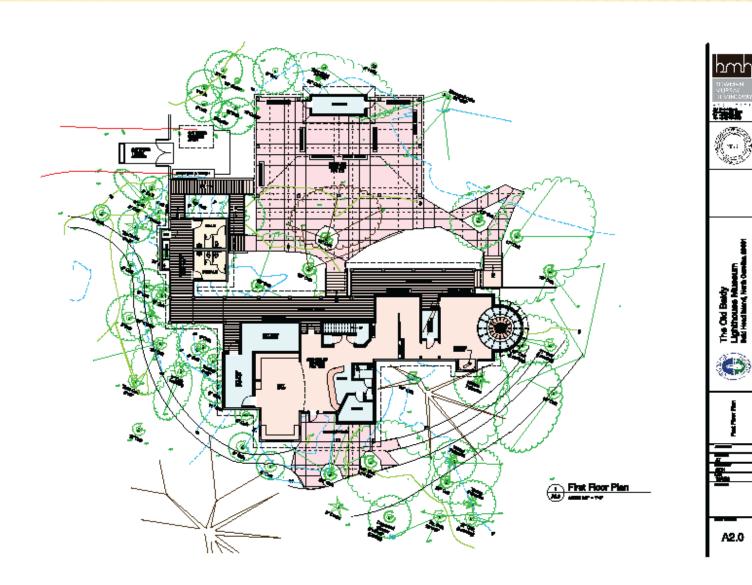


FIRST FLOOR PLAN

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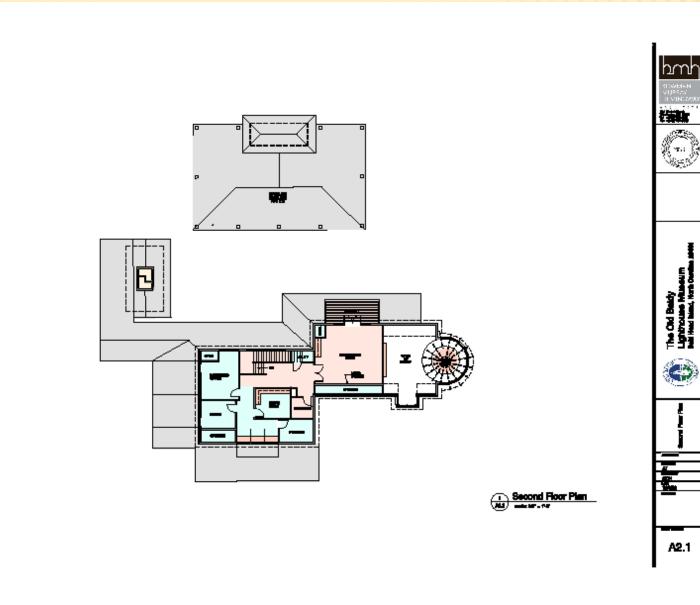
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GALLERY INTERIOR



SECOND FLOOR PLAN



COURTYARD AND EVENT PAVILION





Historic Happy Hour Series

North Carolina Marketplace





NATIONAL LIGHTHOUSE WEEKEND



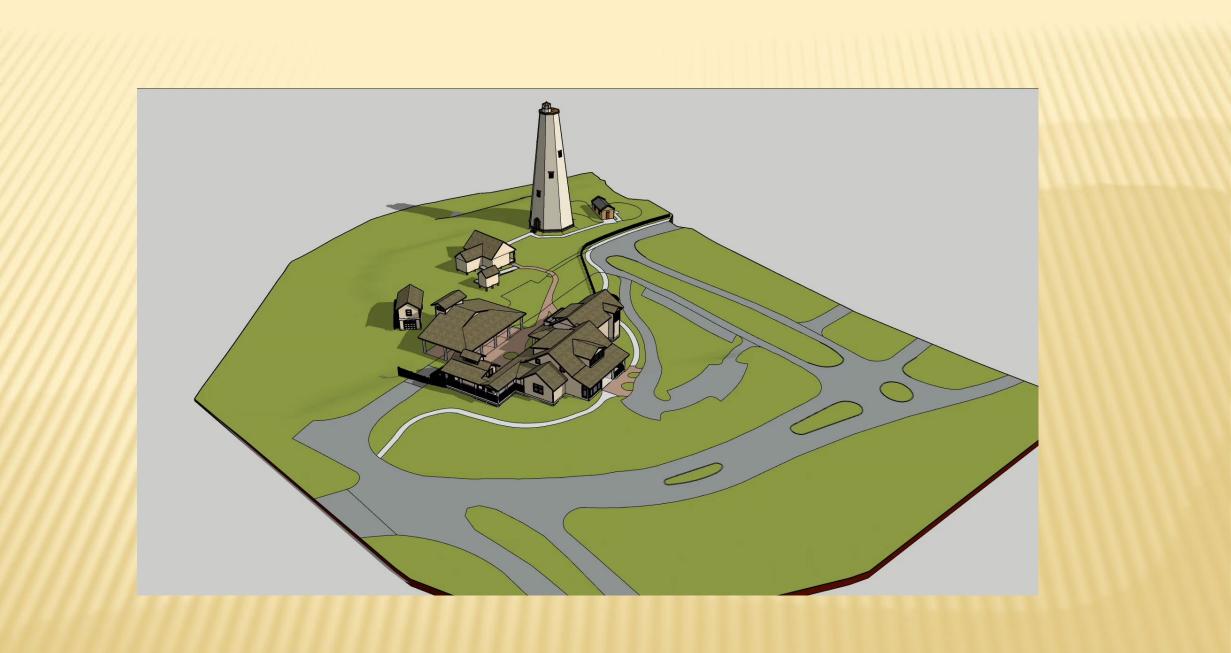
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LIGHTHOUSE LEARNERS









Kevin Arata, Board of Trustees, Village Chapel BHI





Chad Paul, CEO, BHI Limited



BALD HEAD ISLAND LIMITED



Cam McIntyre, President, Public Service Auxiliary (PSA)





Bald Head Island Public Service Auxiliary

- 501(c)(3) non-profit organization
- designed to provide support for BHI Public Safety Department & Public Safety Volunteers
- Various committees to provide organized assistance in case of an on island emergency
- President Cam McIntyre, VP Debbie Ward, Treasurer Debi Byrd, Secretary Betsi Stephen
- Interested in volunteering with us? contact Cam McIntyre at <u>cammacnc@gmail.com</u>



PSA Teams

• Emergency Site Team

Organize and manage onsite volunteer station/work with rehab

• <u>Transportation Team</u>

Meet in harbor and transport first responders

• <u>Traffic Assistance Team</u>

Assist PS Volunteers with site traffic management

• Supply Team

Transport supplies to and from firehouse to emergency site

• <u>Kitchen Team</u>

Go to PSA kitchen and assist with food supplies for PS

• Food Runner Team

Assist with restaurants and the Market with supplies of food

<u>Chili Supper Team</u>

Major fundraiser for PS

Chris Shank, Executive Director, BHI Conservancy/SILT





What We Learned in 2022

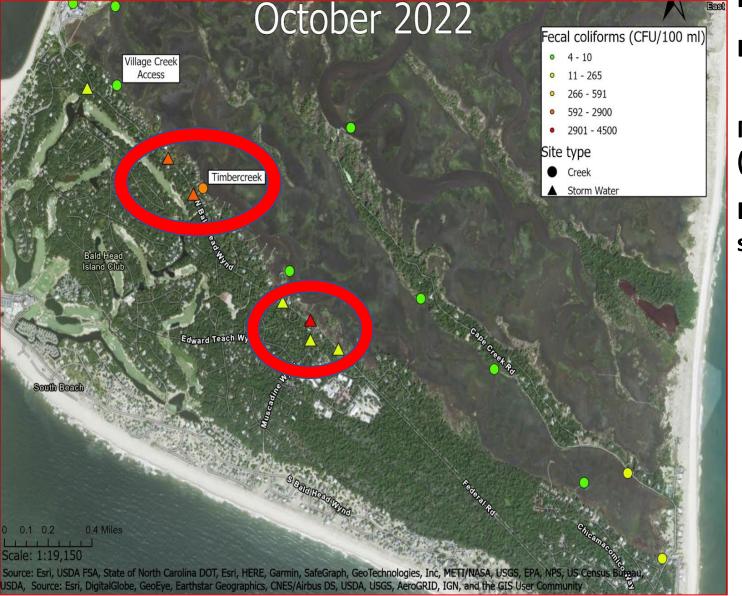


WE Discover, Learn, Conserve, and Preserve

Chris Shank Executive Director

Bald Head Creek Water Quality

Post-Ian Fecal Coliform Bacteria Sampling



Hurricane Ian = 3.5" rain

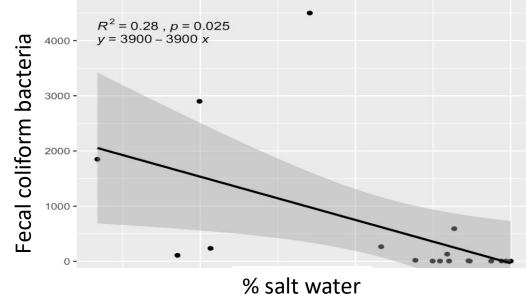
surge Wrightsville Beach +4.2 ft above MHHW

Flooded marsh, road, culverts on BHI

Lift station failure at Timbercreek high fecal coliform in stormwater & creek

Most fecal coliform came from fresh water (stormwater)

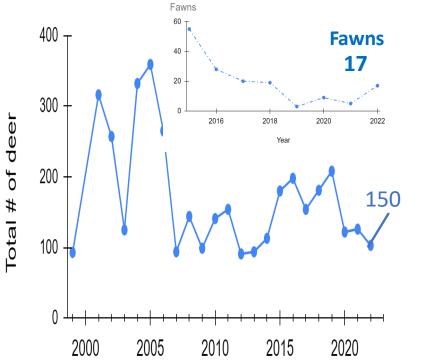
BHI wastewater/stormwater infrastructure should be prepared for storms & sea level rise



Bald Head Island Wildlife

WHITE-TAILED DEER





-Summer spotlights & fall camera -Fawn #s creeping up -Immunocontraception wearing off

Bald Head Island's Motus Tower

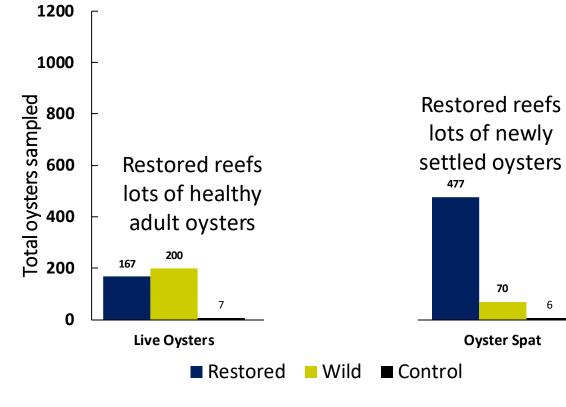


-Wildlife tracking technology
-36ft with 3 set of antennas
-Donated by Jim & Devon Brown
-Collaboration with UNCW's Danner Lab & Cape Fear Bird Observatory

Conserving our Estuarine Animals

6





Cade Cobbs, Fall 2022 intern

Giving Osprey a Place to Nest









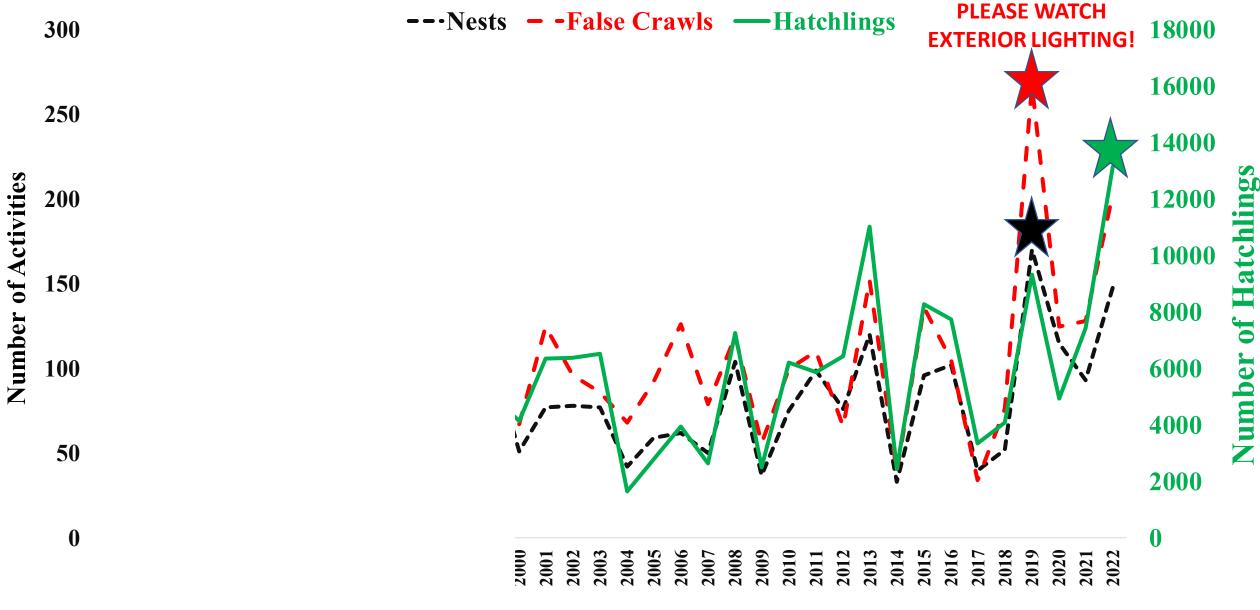
Rick Nelson, Thompson Wyatt



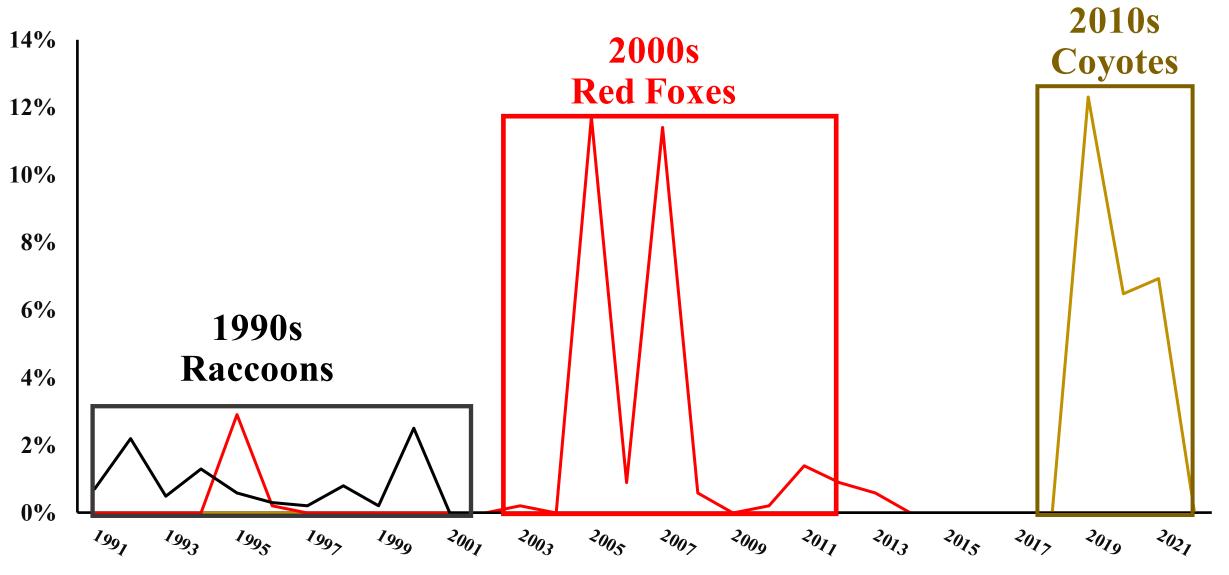
Ben Cotter, Fall 2022 intern

-Bald Head Creek nesting platforms damaged in hurricanes
-Research on dimensions, logistics - Ben
-Donations of lumber, pontoon boat, time – Rick & Thompson
-1 finished (lower Creek), 1 to go (Kent Mitchell Trail)!

Sea Turtle Nests & Hatchling Production



Predation = % Eggs Lost to Mammals



-Coyote -Red Fox -Raccoon

2022 New Life Members = 36!!!

Rodolphe and Lisa Barrangou Dr. and Mrs. Matthew Boes Alan Briggs and Dianne Reid & family Mr. and Mrs. Kevin Brown James and Joyce Dickerson Drs. Pamela Douglas and Geoffrey Ginsburg **Evans family** Flick family Ellen and Spence Hamrick Mr. and Mrs. Scott Hartman Jesse Hermann and Julie Keenan Sally and Tom Johnston Sam Lucas Maher family Ken and Paige Marsh, Amelia Anne & Cece **Robert and Allison Miley** Barbara Adams Miller and Leonard Miller Hannah Newcombe

Murrill Irene Oakes Pat and Suzanne O'Bryant Sharon Palsha and Jake Freiberger & family **Plotts family Steve and Tami Polge Randy and Kris Riley** Sybil Robb **Rooney-Dillon family** Jim and Sheri Ruddy & family **Drs. Julie and Ned Sharpless** Jim and Elizabeth Stanfill Alex, Courtney, Elia & Sylvie Toledo Dr. and Mrs. John Welch **Bryan and Janet Wester** James and Mildred Wilkinson **Dee and Bruce Wilson** Theodore Wojtech and Claire Lonegan **Deborah Wong and Richard Riddell**

Coming Tuesday April 4, 2023



2nd Annual Johnston Coastal Sustainability Symposium

Morning Session at BHA = 830 AM

Evening Dinner Lecture at BHI Club = 530 PM Dr. Craig Landry University of Georgia Resource Economics

more details coming soon

David Sawyer, CEO, BHI and Shoals Clubs









2023 BHA MEETING

The Bald Head Island Club and Shoals Club



MEMBERSHIP

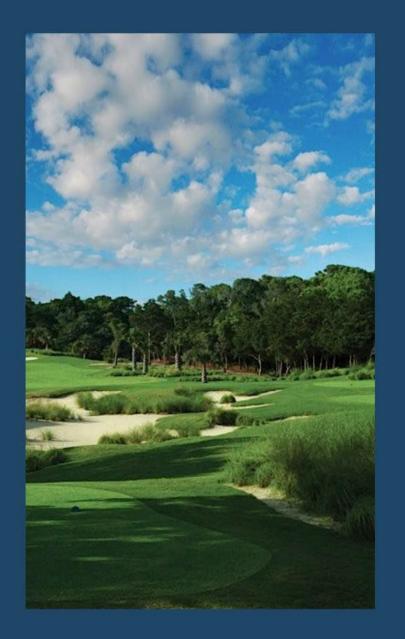
THE PRIMARY BUSINESS OF THE CLUBS

- Total of 1,301 Primary Members, up 61 from prior year
- Total of 350 Full Members (71 on waitlist)
- Add-On Memberships have been capped
- Shoals Club Gained 85 New Member Families
- Shoals Club Total of 850 Primary Member Families, and is now capped

A DEEPER DIVE

- Total Primary Members, Spouses, Immediate Family (Under Age 24) = 3,724
 Primary Member Users of the Club
- Total Extended Family = 2,272
- Total Individuals with BHI Club Year-round Club Member Access = 5,996





BHI CLUB FINANCIALS

The Club is in good shape financially, and is performing better than planned.

YTD Net Operating Income

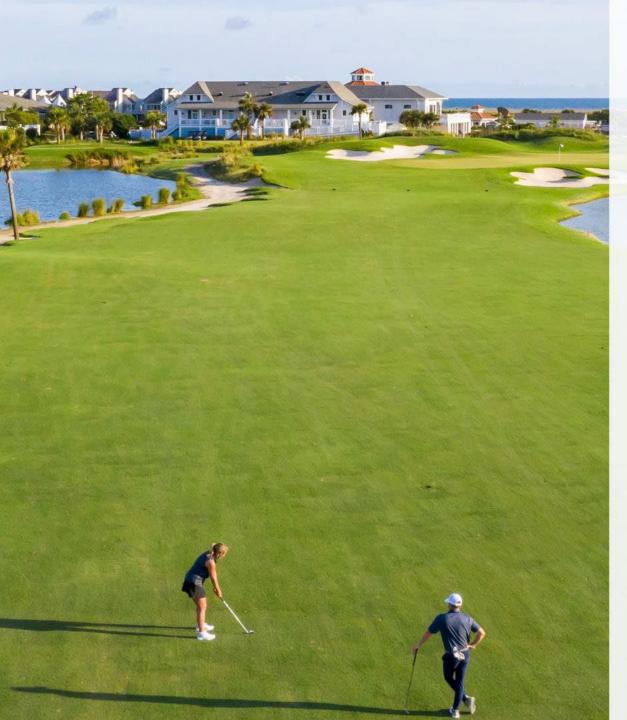
YTD the Club is Beating Net Operating Income Budget and Prior Year producing enough cash to cover debt service and capital improvements.

YTD Total Revenue has Increased 12.2%

Membership Initiation Fees Beat Budget by 35%

The CPA Firm RSMUS LLP audits both Club financials every year.





GOLF

Total

Member Rounds make up approximately 87% of total rounds played- an increase of 5% over 2021
YTD Guest Member rounds are 13% of all play

Total Rounds thru Dec 31			
2022		26,082	
2021		28,174	
2020		24,677	
GOLF INSTRUCTION			
	2022	2021	2020
Private Lessons	765	715	516
Clinics	303	269	COVID
	10000000	1000 C	Constant States

OVERALL GOLF INSTRUCTION EVEN, PRIVATE LESSONS ARE DOWN SLIGHTLY FROM MEMBERS-ONLY WEEKENDS, BUT CLINIC PARTICIPATION IS UP

984

516

1068



TENNIS

- Overall Member participation in Tennis and Pickleball has increased 15%
- Tennis court reservations and clinic programming is now available on the website and App line and has been successful
 New summer programming was added to the evening and lesson demand has been strong, increasing over 20%
 The Updated Master Plan includes 2 new tennis courts and 6 pickleball courts on the Swans Quarter & Salt Meadow property

- Plans are being developed to begin construction this year

PICKLEBALL

- Member Participation and interest in pickleball has been growing
- · Both Pickleball courts can now be accessed and reserved on the BHI ClubNow App
- 2022 held a first ever Pickleball Club Championship with 20 members participating
- The updated Master Plan prioritized 6 new Pickleball Courts as part of the Racquet Complex







AQUATICS AND RECREATION

CROQUET

The Club has had 75,703 swimmers at the pool in 2022, compared to 75,121 in 2021

Member Only Pool expanded deck, planted grass, upgraded landscape, and added Cabanas
Kid's Camps grew in attendance 14% this year.

• The BHI Club increased programming with our Croquet Professional, Jeff Soo – Former National Champion and World Champion, International Coach and Referee

- · Social Events open to all BHI Club Members -
 - Great Attendance at Cocktails & Croquet and Croquet, Beer & BBQ, etc to help grow participation

FITNESS

- The BHI Club increased programming with trainers and doubled participation, often selling out classes through the season.
- Fitness expansion is top priority for the master plan





FOOD AND BEVERAGE

- The newly renovated Grille opened in June- reservations are at capacity 72 hours in advance, walk-ins always welcome at the bar
- New Golf Snack Bar opened in June
 Mobile ordering capabilities on the Golf Course with prompted reminders to order hot food
- Food and Beverage revenues are up 20% over prior year
- Reservation System changed from third party to in house system- reservations have been at capacity 48 hours in advance in high season.



SHOALS CLUB

- Shoals Club remained open on the weekends through the winter to increase value for our members and provide year round employment for key staff
- Starbucks coffee is now offered at the Shoals Club
- Landscaping has been updated around the Club
- Aqua and Latitudes are closed for renovations, projected to reopen in the Spring



AQUA RENOVATION









STAFF RECRUITMENT

YTD Hires: 98 for both clubs YTD Turnover: 4.3% (Down from 26.7% Last year) Current Employees: 239

- Focus on Organizational Development & Training
- Increased/Improved new hire training in F&B (Food & Alcohol Safety Training, Steps of Service, Menu Tests, etc)
- Hired dedicated Recruiter & Intern Coordinator for both clubs, Amanda King, who will develop robust collegiate intern program & take over J-1 Program
- Exploring alternative benefits, such as continuing education/tuition assistance, certifications, Access Perks etc
- We aim to offer best benefits, and above market pay to attract quality staff.









2023 CAPITAL AND MAJOR MAINTENANCE PROJECTS • Installation of clubhouse generator

- Replacement of Terrace, Ocean Terrace, and front step tile
- Begin Design Work to Expand Fitness Center to include a Group Exercise Room, Cardio Room, Functional Training Space, Pilates, and Outdoor Workout Area
- Pickleball and Tennis Court Construction
- Land Planning and Infrastructure Project for Swans Quarter & Salt Meadow Land Tracts to include 2 Croquet Greenswards, Parking Areas, New Traffic Road
- Begin Design of Golf Performance Center Foundation
- · Begin Design of new Golf House since current Golf Shop will be repurposed for Fitness

Subject to ordinary budgeting and funding, with minimal disruption to member experience



PRACTICE AREA RENOVATION PLAN

- Reclaim 1 acre of unused space
- Create 18,000 sq ft Practice Green (double current size)
- Driving Range Expansion-36,000 sq feet (40% larger than current Driving Range)
- Synthetic Tee 1,100 sq feet single row along back
- Paver Path Area
- Double Size of Chipping Green and Practice Bunker



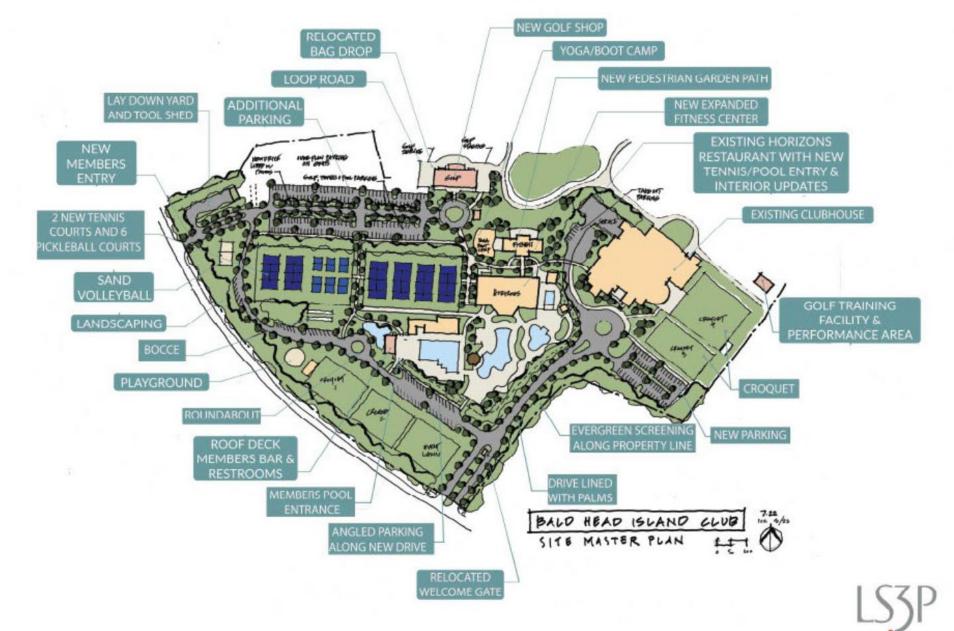
MASTER PLAN - LONG-TERM PROJECTS UNDER CONSIDERATION

- Build new Golf House with covered parking storage for Golf Cart Fleet, Bag Drop, Locker Rooms
- Remove steps and porch between Golf/Fitness and Horizons, and create safe Garden Pedestrian Walkway
- Expand Member's Only Pool Deck, Add Bar & Rooftop Sun Deck, with Pool Storage
- Golf Course Bunker Renovation
- Golf Course Greens Renovation
- Golf Course Irrigation & Pump Station Replacement

Subject to ordinary budgeting and funding, with minimal disruption to member experience



UPDATED CAMPUS PLAN

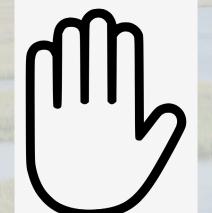




THANK YOU BHA



QUESTIONS?



Online audience: Click **RAISE HAND** to ask a question or comment.

You will be prompted to unmute yourself when it is your turn to speak.



2023 Annual Meeting Election Results

Two Board Vacancies



Thank you for your service!



A DESCRIPTION OF A DESC



Jennifer Lucas

Tiffany Williams



In honor of your service to Bald Head Association, a live oak tree will be planted on Bald Head Island. Its beautiful branches and leaves will provide nourishment to its surroundings and its visitors. Its strong roots represent the sustainability of Bald Head Island. Without live oak trees, Bald Head Island would not be Bald Head Island. May its strength, character and beauty give to all.

Jennifer Lucas BHA Board of Directors 2021 - 2023

Alan Briggs BHA Board President January 28, 2023

Adjournment Thank you all for attending!



