

**REPORT OF THE ALL BOARDS ALL DIRECTORS
2012 BUSINESS PLANNING KICK-OFF MEETING**

MARCH 2, 2011

The Board of Directors of the Golden Rain Foundation of Laguna Woods, United Laguna Hills Mutual, Third Laguna Hills Mutual, and Laguna Woods Mutual No. Fifty, all California Non-Profit Mutual Benefit Corporations, met on Wednesday, March 2, 2011 at 10:30 A.M. at 24351 El Toro Road, Laguna Woods in the Community Center Board Room.

Directors Present:

Golden Rain Foundation of Laguna Woods

Jim Matson, Don Tibbets, Lynne Dvorak, Ray Gros (arrived at 10:55), Bob Hatch, Ruth May, Bevan Strom, Patrick Murphy

United Laguna Hills Mutual

Harold Allen, Arlene Miller, Heather Gerson, Cynthia Chyba, Ron Beldner, Roger Turner, Catherine Brians

Third Laguna Hills Mutual

Carol Moore, Lucy Shimon, Carol Skydell, Kathryn Freshley (arrived at 10:45), Dominic Burrasca, Dick Palmer (arrived at 10:33), Isabel Muennichow, Rae Tso, Denny Welch, Sy Wellikson

Laguna Woods Mutual No. Fifty

None

Directors Absent:

Golden Rain Foundation of Laguna Woods

Lloyd Foster, Burns Nugent, Ken Hammer

United Laguna Hills Mutual

Gail McNulty, Barbara Copley, Libby Marks, John Dalis

Third Laguna Hills Mutual

John Paulus

Laguna Woods Mutual No. Fifty

Ryna Rothberg, Darrell Haskell, Herb Harris, Keith Wallace

Staff Present:

Janet Price, Betty Parker, Marci Mednick, Kelly Arata

Others Present:

None

CALL TO ORDER

Jim Matson, President of the Golden Rain Foundation, declared that the meeting had been properly noticed and called the meeting to order at 10:30 A.M.

ACKNOWLEDGEMENT OF PRESS

The press was not present.

MEMBER COMMENTS

There were no member comments.

REVIEW 2012 BUDGET CALENDAR

Janet Price, Finance and Administration Director, presented the calendar for the 2012 business planning process. She explained the purpose of each meeting and encouraged directors to attend all meetings to help make the process most effective.

DISCUSS PLANNING PROCESS AND METHODOLOGIES

Ms. Price reviewed the business planning process in terms of the operating budget and reserves and noted that GRF reserve expenditures over \$5,000 will be presented for formal review at GRF standing committees in April.

Ms. Price discussed the initial assumptions that will be used during preparation of the 2012 budget including inflation (2%), union wages (3.5% contracted), and non-union wages (3%). She further explained the two most prevalent methodologies used for the operating budget in the business planning process: zero-based and historical trend analysis. Lastly, she described the methodologies used in planning for replacement reserves: the component method and the baseline method.

Director Allen, United, commented on the recent customer service survey and its potential use in the business planning process.

Director Moore, Third, commented on club requests for capital expenditures.

Director Freshley, Third, asked that the employee turnover rates be presented with the proposed business plan.

ADJOURN

The meeting was adjourned at 10:50 A.M.

Gail McNulty, United President