

Minutes of the Annual Meeting of Lincolnshire Fields Country Club
DRAFT

Monday, December 09, 2019. 7:00 pm Dining Room

President Dave Jones called the meeting to order at 7:19 pm after establishing that there was a quorum.

Mr. Jones thanked outgoing Board Member, Steve Hartman for his tenure on the Board and introduced the rest of the Board members present: Tony Zahrn, Larry Grill, Jim Burgener, Randi Lundstedt, Todd Mayfield and Sue Peterson, noting that Mr. Mayfield and Mrs. Peterson had both agreed to be put up for election.

Mr. Jones then introduced Dean Lytton and Phillip Arouca from KemperSports and thanked the staff and management for their efforts during the year.

Secretary Toney Tomaso was absent so President Jones entertained a motion to waive the reading of the minutes from the previous year's meeting. The motion was made by Brian Mosley, and seconded by Bill Utnage. Motion carried unanimously.

It was then moved by Mr. Utnage, and seconded by Brian Mosley that the minutes of the previous year's meeting be approved as presented. Motion carried unanimously.

Mr Jones made comments about the state of the Club noting the valuable assistance received during the year from KemperSports relating to key employee turnover. He also noted the challenges experienced and acknowledged the need for continued improvements in F&B experience, an area of concern for all members. He also noted that he expects the board to continue transitioning to more strategic and long term focus to guide the future of the Club.

Mr. Jones then noted the Treasurer's Report of financials would be presented in parts but would include the following: 2019 Operating Results, 2019 Capital Fund, 2019 year-end Balance Sheet, 2020 Budget and 2020 Capital Budget. He further clarified that the dues increase that was implemented in October is the only change to dues and there are no further increases or assessments at this time.

Mr. Jones explained that the cash reduction from prior year seen on the balance sheet was a result of paying down Accounts Payable relating to the irrigation improvements that were booked as a payable in the prior year. He also reported the 2019 Capital Fund rollforward and reviewed the 2020 Capital Improvements and Purchases budget noting there are no major projects planned for next year as well as several "reserve" items being planned for future years.

After Mr. Jones' presentations of the budgets, there were no questions and no further discussion.

Mr. Jones then turned the meeting over to Dean Lytton, Vice President, Operations from KemperSports. Mr Lytton presented a slide show that included the 2019 operating results and the 2020 operating budget. Highlights included:

Historical look at rounds played nationally detailing a "flat" trend in the industry and course supply decreasing in recent years. Also presented membership count comparison for 2015 – 2019 using other KemperSports managed private courses. Presented a detailed review of 2019 operational results by department including highlights and challenges faced in 2019. Challenges included a review of the 2019 weather impact and a regional comparison of rounds played year over year with data from The National Golf Foundation.

Presented 2020 operating budget highlights overall and by department. This included goals for membership sales, golf operations, and Food & Beverage operations for 19th Hole, Stingrays, and the Dining Room.

Reviewed the 2019 Member Survey including amount of responses, year over year comparison, key findings, and action items. Concluded the presentation with a review of KemperSports services and support for LFCC.

Upon conclusion of Mr. Lytton's presentation, several members made comments on topics including challenging F&B experiences, improved food quality, satisfaction with new F&B director results and comparisons to other clubs.

Mr. Jones then introduced Board member up for reelection including Todd Mayfield and Sue Peterson along with one new Board member, Rebecca Guyette up for election. Election ballots were collected but since there was no contested positions, all 3 members were elected.

There was no Old Business raised by the members present.

There was no New Business raised by the members present.

The meeting was adjourned at 8:19 pm.

Respectfully submitted,
Dave Jones
President, on behalf of Secretary Tomaso