Changes to Annual Meeting

Due to the changes in mitigation standards provided by the State of Illinois, all in person gatherings of any kind are prohibited. This directly Impacts our upcoming Annual Meeting. Per our Bylaws, the Annual Meeting is a necessity. As a result, the Board of Directors have decided to hold the Annual Meeting by remote communication to keep our membership obligation and still allow the meeting to go forward. We will have a virtual meeting (i.e. zoom, webex or a windows meeting platform) which will also allow members to participate via telephone if that is their preference.

The Bylaws state to declare a quorum for the Annual Meeting, we will need to make sure there are 10 equity members, not counting Board members, participating at the virtual meeting. In total, it is required to have a minimum of 42 members present on the call, or by Proxy.

The main four subject matters we will be covering at the Annual Meeting include the following: 1). New Board Members (three open slots), 2). Assessment, 3) Present a Balanced Budget, and 4) Updated Capital Budget.

Your proxy(s) and ballots can be dropped off at the club, mailed or emailed to our General Manager at smm@lincolnshlrefieldscc.com. To attend the meeting please be sure check the box and provide your email address or phone number on the proxy form. Instructions and meeting credentials will be provided the day before the meeting by email or phone. Lastly, please submit any questions in advance to the Annual Meeting to the email address above. Thank you for your understanding as we navigate these unprecedented times. Your safety is our main concern, but we also must forge ahead in order to manage and complete the business of the Club in the most responsible and reasonable fashion possible.

Please help us conduct a valid meeting by following the below steps:

- 1) Return your ballot to the club with your name and member number filled out
- 2) Return your signed proxy.
- 3) At the bottom of your proxy please indicate if you will be attending the virtual annual meeting. Provide a phone number or an email so we can give you the credentials for the meeting.

NOTICE OF ANNUAL MEETING OF THE EQUITY MEMBERS OF LINCOLNSHIRE FIELDS COUNTRY CLUB OF CHAMPAIGN, INC.

NOTICE IS HEREBY GIVEN THAT THE 45th ANNUAL MEETING OF EQUITY MEMBERS WILL BE HELD REMOTELY MONDAY, DECEMBER 7th, 2020 AT 7:00 PM

Following is a letter from the President regarding this meeting. If you are unable to attend the meeting, please complete the attached proxy and either mail it to the Clubhouse or email it to our General Manager, Justin Waffle at <u>GM@LincolnshireFieldsCC.com</u>.

Dear Fellow Members:

It is once again time for the Lincolnshire Fields Country Club Annual Meeting. This year's meeting will be held on Monday, December 7, 2020 at 7:00 pm remotely. This notice contains a packet of information that will recap all the important information to be conveyed and voted upon at the meeting. All members are welcome to attend and voting members are encouraged to vote by dropping off your ballot at the clubhouse, sending it by mail or by email.

This packet includes:

- A summary of the 2020 operating results, balance sheet and capital expenditures
- A proposed fiscal year 2021 budget
- The proposed budget of Capital Improvements and Purchases for 2021
- A ballot for electing new Board Members
- Proposed Assessment

This year was truly unprecedented, dealing with a pandemic and the uncertainties that come along with such. During this difficult time, it was great to have a club where we could all enjoy, knowing we would be safe and comfortable. The Board and I sincerely appreciate your support and understanding throughout this tumultuous year. Your continued participation since reopening the club in May has been outstanding, experiencing record rounds of golf and patronage in our restaurants, helping to minimize the financial impact.

Our members pride and appreciation for Lincolnshire Fields, ensures a bright future for the club for many years to come. I am looking forward to the opportunity to build on our successes and seize on our opportunities, to ensure the continued long-term viability of the club.

I hope to see everyone at the meeting. However, if you are unable to attend the remote meeting please send in your proxy and ballot to the Clubhouse. If we do not see you at the meeting, on behalf of the Board, I would like to wish you and yours a happy and healthy holiday season.

Sincerely, Tony Zahrw Tony Zahrn, President Lincolnshire Fields Country Club



Lincolnshire Fields Country Club of Champaign Annual Meeting of Equity Members Monday, December 7th, 2020

- 1) President calls meeting to order at 7:00 PM and declares that quorum is present. A quorum consists of 20% of the total voting rights outstanding which consist of a minimum of 42 members present in person or by proxy (20% of 208).
- 2) Reading by Secretary Toney Tomaso of the Annual Meeting Minutes of December 9th, 2019
- 3) President Introductions- Tony Zahrn
- 4) Treasurer's Report- Dave Jones.
- 5) KemperSports Presentation- Justin Waffle
- 6) Nominating Committee Report- Election of three (3) Directors- Tony Zahrn
- 7) Membership Vote
- 8) Old Business
- 9) New Business
- 10) Report of Voting Results
- 11) Adjournment

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 19^{th} 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

Lincolnshire Fields Country Club

Unaudited -	Annual	Meeting
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		Operat	ing	Results for F	lsc	al Year Endin	gΟ	ctober 31, 20)20				·	
		2020		2020		2019		2018		2017		Variance	٧	arlance to
Department		Actual		Budget		Actual		Actual		Actual		to Budget	F	rlor Year
Revenue:									•					
Dues and Other	\$	1,570,941	\$	1,565,673	\$	1,495,228	\$	1,496,345	\$	1,494,265	\$	5,268	\$	75,713
Assessments	; \$	-	\$	-	\$,,	\$	-//	\$., 10 1,202	\$	5,200	\$	70,730
Food & Beverage	\$	619,979	\$	842,541	\$	743,664	\$	820,770	\$	810,310	\$	(222,562)		(123,685)
Golf (with Net Merch)*	\$	274,241	ŝ	304,023	Ś	285,605	\$	288,886	\$	292,766	\$	(29,782)	-	(11,364)
Pool	\$	14,335	\$	23,920	Ś	23,876	\$	22,482	\$	16,377	\$	(9,585)		(9,541)
Total Revenue	\$	2,479,496	\$	2,736,157	\$	2,548,373	\$	2,628,483	\$	2,613,718	\$	(256,661)		(68,877)
Expenses:														
Admin Payroll & Other	\$	(660,703)	\$	(661,097)	\$	(674,128)	\$	(699,726)	Ś	(694,211)	Ś	394	\$	13,425
Food & Beverage	\$	(834,462)	\$	(946,213)		(892,623)		(916,348)	-	(901,310)		111,751	\$	58,161
Golf	\$	(145,662)	\$	(160,712)	\$	(133,890)		(138,297)	-	(157,433)	-	15,050	\$	(11,772)
Grounds	\$	(679,207)		(730,142)	\$	(699,399)	\$	(716,388)		(722,433)	-	50,935	\$	20,192
Pool	\$	(40,995)	\$	(74,904)		(64,935)	\$	(70,369)	\$	(91,084)		33,909	\$	23,940
Tennis, net	\$	(15,588)	\$	(13,057)	\$	(15,054)	\$	(15,790)	\$	(11,749)		(2,531)	\$	(534)
Management Fee	\$	(112,116)	\$	(114,878)	\$	(110,961)	\$	(108,530)	\$	(21,194)	\$	2,762	\$	(1,155)
Total Expenses	\$	(2,488,733)	\$	(2,701,003)	\$	(2,590,990)	\$	(2,665,448)	\$	(2,599,414)	_	209,508	\$	103,412
OPERATING RESERVE (LOSS)	\$	(9,237)	\$	35,154	\$	(42,617)	\$	(36,965)	\$	14,304	\$	(47,153)	\$	34,535
Food & Beverage Total, net	\$	(214,483)	\$	(103,672)	\$	(148,959)	\$	(95,578)	\$	(91,000)	\$	(110,811)	\$	(65,524)
Golf, net	Ś	128,579	\$	143,311	\$	151,715	\$	150,589	\$	135,333	\$	(14,732)	\$	(23,136)
Pool, net	\$	(26,660)	\$	(50,984)	\$	(41,059)	\$	(47,887)	\$	(74,707)	\$	24,324	\$	14,399
*														
Golf Merchandise Sales	\$	154,837	\$	205,049	\$	187,870	\$	208,320	\$	188,410				
Golf COGS	\$	120,341	\$	147,200	\$	133,247	\$	150,891	; \$	136,105				
Net Merchandise Contribution	\$	34,496	\$	57,849	\$	54,623	\$	57,429	\$	52,305	•			
					*******						:			

Lincolnshire Fields Country Club Balance Sheet - October, 2020

OUDDENT ADDETO	10/31/20	10/31/19	Change
CURRENT ASSETS Money Market-Capital Fund	173,132.02	122,836.62	50,295.50
Checking Accounts	77,690.82	53,122.78	24,568,04
CASH ACCOUNTS	250,822,84	175,959.30	74,863.54
ACCOUNTS RECEIVABLE	256,207.56	245,872.06	10,335.50
Inventory - F&B	37,124.77	44,249.07	(7,124.30)
Inventory - Golf	73,518.61	95,070,07	(21,651,46)
Inventory - Grounds Fert/Chem	17,340.74	27,498.20	(10,157.46)
Other Prepaids	24,884,37	19,769.65	5,114.72
INVENTORIES / PREPAID EXPENSES	152,868.49	186,586.99	(33,718.50)
TOTAL CURRENT ASSETS	659,898.89	608,418.35	51,480.54
FIXED ASSETS			
Subtotal-LAND & BUILDINGS	8,014,995.87	8,027,870.49	(12,874.62)
Subtotal-FURN,FIXTURES & EQUIP	4,003,785.71	3,930,202.22	73,583.49
Subtotal-ACCUM. DEPRECIATION	(7,111,772.55)	(6,686,841,77)	(424,930,78)
NET FIXED ASSETS	4,907,009.03	5,271,230.94	(364,221.91)
TOTAL ASSETS	5,566,907.92	5,879,649.29	(312,741.37)
CURRENT LIABILITIES	, ,		
Accounts Payable	40,496.27	43,477.10	(2,980.83)
Misc Payables	132,323.69	192,197.00	(59,873.31)
Credit Line - Bank Champaign	168,000.00	289,866,67	(121,866,67)
Advance Dues	208,402.80	184,625,30	23,777,50
Past Due/Doubtful Accts	9,953,21	10,000.00	(46.79)
Gift Certificate Liability	3,728.79	4,472.21	(743.42)
ACCOUNTS PAYABLE/NOTES PAYABLE	562,904.76	724,638.28	(161,733.52)
ACCRUED PAYROLL TAXES			-
ACCRUED TAXES AND INTEREST	65,766.78	66,951,58	(1,184.80)
OTHER ACCRUALS	56,585.44	48,153.52	8,431.92
TOTAL CURRENT LIABILITIES	685,256.98	839,743.38	(154,486.40)
LONG TERM LIABILITIES			
LT N/P Comm RE Pool Loan	1,213,744.93	1,289,936.79	(76,191.86)
LT Note - Blower Bank	6,525.45	-	6,525.45
LT Note Payable - Truck	*		_
LT Due on Grounds Equipment	292,299.84	392,937.48	(100,637.64)
LT CNH Capital Skid Steer Loa	J	*	
LT Do on Vert Mower	-	2,296.71	(2,296.71)
LT N/P Pump House-Bk Champaig	н	-	
LONG TERM LIABILITIES	1,512,570.22	1,685,170.98	(172,600.76)
TOTAL LIABILITIES	2,197,827.20	2,524,914.36	(327,087.16)
CAPITAL / MEMBERS' EQUITY	4 040 004 00	4 040 004 00	
Members' Equity	1,613,901.36	1,613,901.36	
Retained Earnings-Bal Fwd TOTAL EQUITY	1,765,179,36 3,369,080.72	1,740,833.57 3,354,734.93	14,345.79 14,345.79
	r roa ooz oo	F 070 040 00	
TOTAL LIABILITIES & EQUITY	5,566,907.92	5,879,649.29	(312,741.37)

Lincolnshire Fields Country Club Unaudited - Annual Meeting

Capital Fund						
Year Ending October 31, 2020 Results						
Beginning Cash Balance at October 31, 2019			\$	233,858		
Additions:						
Dues Income for FY 2020	\$	559,895				
Assessment	\$	-				
Proceeds from sale of grounds equipment	\$	**				
Interest	\$	296				
Total Additions:			\$	560,190		
Disbursements:						
Pool Loan P&I (\$10,735.74 per month, balloon 10/2020)	\$	128,829				
Irrigation P&I (\$6900.69 per month, pays off 2/2022)	\$	82,808				
Verical Mower P&I (\$180,94 per month, paid off 4/2020)		2,421				
Blower P&I (\$135.87 per month , pays off 4/2025)	\$	811				
Grounds Equipment Operating Leases	\$ \$ \$	37,288				
Grounds Equipment Capital Leases	\$	118,157				
19th Hole Upgrade	\$	2,200				
Tennis Net	\$	2,842				
Computer Upgrades	\$	28,750				
Water Heater	\$ \$	8,870				
Bridge repair	\$	12,375				
Pool Pump	\$	3,931				
Maintenance Burning Pile	\$	3,650				
			.\$	432,931		
Ending Cash Balance at October 31, 2020			\$	361,117		

Lincolnshire Fields Country Club

Unaudited - Annual Meeting

Operating Results for	FY '2	0 Compared	to	FY '21 Budg	et		
		2020		2021			
Department	<u> </u>	Actual		Budget	Difference		
Revenue:							
Dues and Other	\$	1,570,941	\$	1,656,507	\$	85,566	
Assessments	\$	-	\$		\$		
Food & Beverage	\$	619,979	\$	792,592	\$	172,613	
Golf (with Net Merch)*	\$ \$ \$	274,241	\$	304,852	\$	30,611	
Pool	\$	14,335	\$	24,050	\$	9,715	
Total Revenue	\$	2,479,496	\$	2,778,001	\$	298,505	
Expenses:							
Admin Payroll & Other	\$	(660,703)	\$	(681,329)	\$	20,626	
Food & Beverage	\$	(834,462)	\$	(956,085)	\$	121,623	
Golf		(145,662)	\$	(181,593)	\$	35,931	
Grounds	\$ \$ \$ \$ \$ \$	(679,207)	\$	(752,203)	\$	72,996	
Pool	\$	(40,995)	\$	(78,107)	\$	37,112	
Tennis, net	\$	(15,588)	\$	(11,997)	\$	(3,591)	
Management Fee	\$	(112,116)		(116,630)	\$	4,514	
Total Expenses	\$	(2,488,733)	\$	(2,777,944)	\$	289,211	
OPERATING RESERVE (LOSS)	\$	(9,237)	\$	57	\$	9,294	
							
Food & Beverage Total, net	\$	(214,483)	\$	(163,493)	\$	50,990	
Golf, net	\$	128,579	\$	123,259	\$	(5,320)	
Pool, net	\$	(26,660)	\$	(54,057)	\$	46,827	
*							
Golf Merchandise Sales	Ś	154,837	\$	185,691	\$	30,854	
Golf COGS	Ś	120,341	\$	131,715	\$	11,374	
Net Merchandise Contribution	\$ <u>\$</u> \$	34,496	\$	53,976	\$	19,480	
Golf COGS %	<u></u>	22.3%	<u> </u>	29.1%	<u> </u>	6.8%	

LFCC 2021 Capital Fund Summary/Projection Meeting Date: 12/7/20

5+ Projection 2021-2026	\$335,908 2,724,380 3,060,288	49,715 140,413 677,374 867,501	2,192,787	30,000 110,000 240,000 50,000	25,000 815,000	1,377,787	27,000 31,000 10,000 4,000 275,000 275,000 40,000 40,000 80,000 40,000 878,397 1,113,497
2026		- 128,820 128,820	702,993	50,000	25,000	627,993	22,000 200,000 141,703 363,703 264,290
2025	\$.210,894 [.\$ 544,876 755,770	- 129,630 129,630	626,140	30,000	25,000 175,000	451,140	25,000 2,500 20,000 141,703 189,203 \$ 261,937 \$
2024	\$_241,357 9 544,876 - 786,233	14,196 130,440 144,636	641,597	120,000	25,000 25,000 295,000	346,597	4,000 15,000 141,703 160,703 \$ 185,894 \$
2023	.264,514 544,876 - 809,390	12,428 38,165 130,440 181,033	628,357	45,000	25,000 220,000	408,357	5,000 6,000 10,000 15,000 20,000 136,000 192,000
2022	\$ 335,908 \$ 544,876 880,784	37,287 88,052 158,043 283,382	597,402	65,000	25,000 150,000	447,402	75,000 15,000 17,888 207,888 \$ 239,514 \$
Budget 2021	\$::361,117 544,876 905,993	37,288 113,798 213,249 364,335	541,658	26,000 25,000	25,000	465,658	5,000 10,000 30,000 2,500 4,000 25,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 154,750
Meeting Date: 12/7/20	Beginning Fund Balance 2020 Dues - Projected 2019 Capital Assessment Total 2020 Funds Available	2020 Disbursements Operating Lease Payments Capital Lease Payments Loan Payments Total Committed Payments	Uncommitted Funds	Specific Reserves HVAC Replacement Clubhouse/Dining Upgrades Tennis Courts Replace Pool Equipment	Bunker Upgrades Emergency Reserves Total Reserve Fund	Available	Water Heater Kitchen Equipment Repairs Pool Furniture Bunkers/Sand Maintenance Shed Repairs/Roof Tennis Nets Practice Tee/Range Improvements Clubhouse Signage & entry repairs Parking Lot Resurface Circle Drive Improvements Camera Upgrades/Stingrays Banquet Equipment Golf Shop Improvements Locker Room Improvements Cart Parking Resurface/Tent Tree Work Projected NEW Equipment Commitments Total Projects/NEW Commitments

A - From Ground's projected equipment schedule and KSM review.

Ballot for the Board of Directors for Lincolnshire Fields Country Club Meeting Date: December 7, 2020

on the Board from 2021-20	of the following Regular Equity members to serve a three-year term 123;
Grounds Committee, I that are held through	as served on the Board of Directors for the past three years and has chaired the He is a very avid golfer, who participates in league and the many tournaments out the season. He also enjoys the other amenities that the Club has to offer. Mr. continuing to hear the concerns of the membership and representing their d.
years as a member at experiences. The Jack golf course and pool. I Financial Representat	and his wife Amber joined LFCC in 2016. Kolby spent many of his childhood LFCC and is thrilled to see his daughter Rosalie grow up with similarly great son's can regularly be found enjoying many of the club's amenities, especially the Kolby is a three-time graduate of the University of Illinois and works as a Country tive in Mahomet. Kolby hopes to serve as a voice for the junior members of the out working to elevate overall member experience for everyone at LFCC.
husband Mark, own F With two of their adu home, it is always a fa	e's have called LFCC and #3 Tee their home for the past 14 years. Traci and her asteners Etc., having celebrated their 25th year in business this past October. It children and several of their grandchildren also calling Lincolnshire Fields unily affair when they are golfing, swimming or dining. Traci is ready to serve nore about the inner workings of the club in order to help guide LFCC over the
the Board she has fun golfer, belonging to al	Lundstedt has served the past three years on the Board of Directors. While on actioned as the House and Membership Committee Chair. She also is an avid Il the ladies' leagues, and teaches an exercise/fitness class here. She looks develop additional programming in golf, tennis, and swimming.
has been to impact the two of our most noted Girls Club. As member golf facilities and ever Danielle) spent count are now LFCC memberserving on both the gibbs meant a lot to his	Maureen Banks have been members of LFCC for over 20 years. Sam's life work e lives of at risk and underserved youth and families, and he has served as CBO of not for profit agencies, Cunningham Children's Home and Don Moyer Boys & ers of LFCC, Sam and Maureen spend most of their time taking advantage of the ints. In their early membership years, the Banks kids (Bryan, Brittany, and cless hours at the pool and snack bar facilities. Their son Bryan and his wife Kayla ers as well. In the mid 2000's Sam served a three-year term on the LFCC Board rounds and pool/tennis committees. Sam says that being a member of the Club family and he would like to give back at this time to help promote the growth of port the positive work with the transition to professional management through thip.
Assessment Approval:	•
Members with a corresponding	nuthorized to make an operating assessment of \$395,00 for Regular Equity amount for all other memberships based on the ratio of dues paid by those Memberships for the purpose of balancing the 2020 operating budget in
Yes No	
Member Name	Member#

LINCOLNSHIRE FIELDS COUNTRY CLUB OF CHAMPAIGN, INC. CHAMPAIGN, ILLINOIS

Proxy

I, the undersigned, being the owner of a Transfe Lincolnshire Fields Country Club of Champaign, Incappoint Tony Zahrn, President of the Board, my true and lawful	o. ("CLUB"), do hereby constitute and of Directors of the Club, or
represent me at the Annual Meeting of the Members of December, 2020 at 7:00 P.M., at the Clubhouse, a vote for me in my name, place and stead, on all mathe meeting, or adjournment, as fully and with the present.	of the Club to be held on the 7th day and at any adjournment thereof, and to atters of business as may come before
I reserve the right to reclaim this Proxy if I do attend	I the Annual Meeting.
Dated:, 2020	
	Please Print Name
	Signature
Please check the box if you will be attending	g the Virtual Annual Board Meeting
Send meeting credentials to the follow	wing:
Phone Number Or	
Email Address	