

**Lincolnshire Fields Country Club
Board of Directors Meeting Minutes
Tuesday, August 22nd, 2023**

Attending: Rob Walls, Morgan Gonzalez, Toney Tomaso, Traci Logue, Larry Grill, Kim Zahn, Jen Miller, Kyle Edmund, Sam Banks, Todd Mayfield, Dave Jones Absent: Ken Campbell

Meeting called to order at: 7:00 am

Minutes unanimously approved – Motion: Kim Z 2nd Sam B

Committee Reports:

Finance/Ken:

The dollar amount we will be financing will be 1.3 M- Everything is on track, and we are heading into the final phase of securing all the details of the loan.

Golf/Todd:

Starting in January of each year the golf committee will put together a Member/Guest subcommittee to get a head start on the planning and be better prepared as this has become a very popular and well attended event. This past year we found ourselves with a waiting list for participants.

Once the golf season ends the Golf committee will be sending a golf survey to the membership for feedback on the success of the events held every year.

Discussion was held about the format for golf events being changed after it has been opened for registration with a specific format given. During the offseason the golf committee will determine how this should be handled in the future, in order to be fair to those who signed up based on the format information given.

House/Traci:

The House committee met August 15th. We reviewed our facility perimeter punch list for items that need to be addressed. Continuing discussion on how to address the Garbage fence area so it is not such an eyesore to people using the circle drive. The final punch list for the CIP project is dwindling and will be wrapped up in the next two weeks or so. There have been some complaints about the consistency of the wine pours and the quantity in the glass. We have invested in white wine glasses and bartenders will now be using a measured 6oz carafe to maintain consistent pours for all patrons. Our next meeting is September 12th at 5:30.

Social/Kyle:

Meeting last week. Mid-Summer Social was a big success. Harvest beer fest is coming up and reservations are very strong with close to a 100 at the point. Mechanical bull will be at harvest

fest. Looking at a tailgate on the range or dine without the whine where children come along and there is childcare. Next Meeting is Sept. 29th.

Membership/Sam:

The committee met in August. Discussion was had on the due's structure, specifically the junior due's structure and how that program is working/at this point it may need to be restructured for sound future growth.

Grounds/Larry:

The Divot party was a great success with good participation. Staffing has waned a bit with school starting. Going to invest in a tire changing machine to be more efficient. Right now, we must send machinery out to be repaired for when tires need replaced. Doing this would save time and money. Paul is continuing to get more acclimated to our system and develop some of his own. Morale is good and he is happy with his staff.

General Managers Report/Rob:

July was very busy. We were 50K ahead of revenue budgeted. We are pacing towards 1M in F&B revenue. Increased revenue caused an overage in payroll. Eight new memberships in July. Beer cooler and salad cooler needed to be repaired in July. First part of August has been very busy with staff struggling a bit with staff. We went from 28 at the start of August to 3 lifeguards as of the 20th due school.

Old Business:

Golf Course Improvement Project Update:

Josh/Verdes sport construction has come in under budget at 1,0660000. Ray has given an estimate of \$17,500 to update the construction plans with the adjustments we have made to the sq footage after changes to some bunkers and the footprint of the original construction plans. Without the update to the existing plans, it would cost us another 40K for the project. This is the most cost-effective route. Ray has assured us that in doing this the integrity of the course will remain and he is very confident about moving forward. Kicking off the project we are looking to mobilize in the latter part of September with boots on the ground working in October. Tentatively scheduling work through December with time off at Christmas and plan to ramp back up as soon as weather is permitting. Estimated completion date is still May 15th, 2024. Regarding the course during construction, the plan is to work with 3 holes at a time while still allowing access to the rest of the course.

Motion made to agree to the update of the construction plans for a total of \$17,500 which will be done by Ray Hearn. Of the \$17,500, there is earnest money of \$2,500.

Motion by Todd 2nd Larry

Unanimously approved

Motion to move forward with the contract with Verde for the golf reconstruction once all the details are in place with start date of 2023 to be completed in 2024.

Motion: Larry 2nd Kim

Unanimously approved

CIP Ad Hoc:

Artwork is shipping Sept 8th. Our designer, Kelly, will do a final walkthrough and assist with the placement of artwork. We are nearing the final stages with our punch list shrinking and crunching the final budget numbers for the entire project.

New Business:

Budget Discussion-

Dues Structure/Initiation Fee

The junior membership category is robust. Because the social membership is capped, we have had increased interest in this category from people who are not interested in golf but our buying into the junior membership only to really be a social member. Looking at our dues structure to see where our price points fall. Restructuring may be a direction we need to go in order to gain additional revenue making it possible to maintain quality employees and provide even greater experiences for our memberships. Also, we are reviewing our price points for our event fees to be sure they fit which each event and that we are charging accordingly.

Golf Outings/Outside Usage

Carle has reached out to our facility as a possible host for their annual outing in 2024. The Carle outing has been held at Urbana for many years, but they are unavailable in 2024. Rob and Chef Adam have provided an estimate and will continue to negotiate for optimum revenue should we decide to book this. Revenue from this event would be very substantial.

Meeting adjourned at: 9:00 am

****Next meeting is September 19th at 5:30**

