

Lincolnshire Fields Country Club  
Board of Directors Meeting  
Wednesday, May 27<sup>th</sup>, 2020 at 5:30 PM  
Participation by Phone Conference

**Attending:** Justin Waffle, Rob Walls, Randi Lundstedt., Tony Zahrn, Larry Grill, Sue Peterson, Toney Tomaso, Dean Lytton (KemperSports), Dave Jones, Jim Burgener, Todd Mayfield, and Becca Guyette

**Called to order:** Tony Z. at 5:30 PM

**Approval of Minutes (April 2020):** Motion by Toney T. / Becca G. seconded the motion: no discussion; passed unanimously

**New Business:**

1. KemperSports Update: Dean Lytton
  - a. We are moving into Phase 3 (in IL) which starts 5-29-2020, which includes dining outside, foursomes, and sending out said foursomes every (10) minutes. We are looking forward to Phase 4.
  - b. We have no definitive update on the pool and what we are allowed to do. But we are indeed hopeful and enjoying the prospect of entering into Phase 3. There is little to no information as to pools. We are awaiting word from the Health Dept. as to the pool and what we can do. The only real guidance we have is (10) people or less. This subject will be discussed later in the meeting from Justin W.
2. Finance and Operations Report: Justin Waffle
  - a. Positive report and we have beat expectations and financial contingency model. Exceeded budgeted EBITDA by \$5,000.00. We are proud and happy about that and we attribute that to the great staff and the sacrifices they have made to run as lean as possible. This included Rob, Matt and Justin helping on the golf course. May looks to have similar financial success as April. To put this news in perspective: we are still behind Budget YTD by roughly \$40,000.00 on our original Budget. We are meeting the goals of our contingency Budget which was adopted due to the pandemic. So, we are still behind for the year.
  - b. Outdoor dining: we are all set up and ready to go; we have (60) seats outside and we all going to comply with social distancing. We will be working from the main kitchen. We are ramping up staff and are ready to kick off on noon on Friday, May 29. This process that normally takes one month but was accelerated into 7 days. Extremely proud of the staff for this achievement. Reservations are required. Pro Rob will help golfers will be proactive and make reservations before they tee off.
  - c. Maintenance/Operations:
    - i. Dump Site Clean-up. We are past phase one of this and all is going well. We need to haul more debris at a cost figure of \$8,750.00. Larry G. moved to approve the cost expenditure, and it was seconded by Dave J.; passed unanimously.
    - ii. Equipment replacement schedule: Justin W. is recommending we place all these purchases on hold unless equipment breaks down.
    - iii. Sand Replenishment: Scott W. said we can get by with \$3,000.00 (as opposed to what we thought we would need/have of \$10,000.00); Dave J. motioned to approve the cost; Sue P. seconded it; passed unanimously.
    - iv. Stump grinding and approval: Justin W. recommends we place this on hold and wait until the wintertime. Board agrees to hold off on this.

- d. Pool/Stingrays: Justin W. has been talking with Bruce Hawkins at Public Health consistently. Latest information: no pool use in Phase 3, but that is subject to change and the only possible change might be use of lap pools for exercise. So, no clearance at this time. Currently, working on opening procedure with the pool- draining water, scheduled cleaning of the pool surface and filling. Plan to have it filled in the next 7-10 days.

QUESTION: Can we open the entire deck? Yes, but only after the water is in the pool for safety reasons. We can allow people to be seated on the pool deck, not use the pool, but be served food/drink.

- e. Membership Update: Justin Waffle
  - i. there have been a few resignations, but not too many. Sara M. is talking to about 14-15 prospective members but no real movement as there are more questions than answers due to the pandemic.
  - ii. Discussion of a possible “new” membership category which is limited in time (9-12 months) and at the end of the term the member can move to a full membership for either social or equity purposes. So, in essence, a risk-free trial term. We need to bring in Sara to discuss these concepts so she can give her input on what she can sell best. Justin and Sara will have a recommendation to be voted on by email.
  - iii. Lifetime Honorary Membership proposal: Tony Z.: proposal would raise capital to help with bunkers and any future assessments. We tie their names to a tournament, a trophy, an area of the Club, etc. Tony Z. is going to explore possible opportunities and to this end Tony Z. can create a sub-committee for this purpose. Tony Z. will do just that and report back to the full Board.
- 3. Finance Update: Tony Z. and Justin W.: Finance Update: Tony Z. and Justin W.: there was a discussion on assessments, budgets, timing of any assessment, and the Board will need a recommendation so we can discuss. Justin W. has tried to forecast but the model constantly changes due to the state guidance on reopening. But, conservatively, we will see a revenue shortfall of \$200,000 to \$250,000 for the year; the impact to the net operating budget for the year will need to be projected. This is something many members are asking about, and we need to keep our membership advised. General discussion was had as to how assessments work. Finance committee was requested to work with recommendations of Justin to help forecast the outcome and the net impact of the shutdown. Also, to prepare a picture of the club finances relating to why we don't see dues reductions during the shutdown like auto insurance companies have granted. Dave J agreed to rework the model that was done many years ago and reminded the board that dues do not cover all of our costs and instead, we rely on operating revenue to contribute to our overall budget. The model will be circulated once it is updated.
- 4. Golf Committee: Todd M. and Rob W.
  - a. Due to the obvious restrictions we are doing the best we can. League play will start on July 1 (men's and women's) and run it to 9-9-2020. We are modifying it to spread out league play over Tues.- Thurs. nights to make it happen as long as we avoid conflicts. We will have tournaments, but it will also be limited based upon Phase 3 regulations. League play will only take up 9 holes. The other 9 holes will be open for general, membership play.
  - b. During the month of June (like May) we are really focused on getting everyone out to play golf. We will turn focus to league play in July, but contemporaneously, we want to keep golf open to everyone.
  - c. Member/Guest: Would have been schedules as the first tournament of the new Summer schedule. So, we are going to not doing this to get more members participating. We will do is a Member / Member instead (with tee-times).
  - d. LFCC Cup: will be postponed to 2021. So, we can use this date for another tournament/event at the Club. We are exploring possibilities. Points for all events this year will be carried over to 2021

- e. We will still have our Hullabaloo
- f. We are going to try and keep the 9 and Dine event, and maybe try and do that on Saturday nights (not Friday).

**5. E-Mail Business:**

- i. NEW MEMBERSHIPS:
  - 1. Jennifer Haile- Junior Membership (5/1/2020)
  - 2. Jeffrey Goose- Junior Membership (5/15/2020)
- ii. OTHER:
  - 1. Tennis Court Windscreens (5/1/2020)
  - 2. Rick Hallbeck- Medical Leave (5/13/2020)
  - 3. Peter Foreman- Medical Leave (5/15/2020)

**New Business:** none

**Next Meeting:** Tuesday, June 23 at 5:30 PM at the Club

**Adjourned by Tony Z. (6:35 PM)**