

Lincolnshire Fields Country Club
Board of Directors Meeting
Wednesday, May 29th, 2019
7:00 AM
Garden Room

Attending: Dave Jones, Toney Tomaso, Todd Mayfield, Tony Zahrn, Jim Burgener, Steve Hartman, Sue Peterson, Randi Lundstedt, Justin Waffle; Guests: Dean Lytton, Frank Merkle

Absent: Larry Grill

Meeting Called to Order by Dave Jones at 7:00 a.m. Asks the Board to review the Minutes from April 2019.

Motion to approve Minutes by T. Tomaso / 2nd by S. Peterson: motion carries

Committee Reports:

1. GOLF: By Tony Zahrn
 - a. Sponsorship is going well. Close to \$20,000.00 goal right now. We are still finalizing the Member/Guest details in order to make it better and move the pace of the "shoot-out" play. We have openings still and we are getting the word out to the new Members about this opportunity.
 - b. QUESTION: when will we have the yardage markers back on the sprinkler heads; Scott W. Is working on making sure they can be adhered properly, so they are not damaged by mowers.
2. GROUNDS: By Steve Hartman
 - a. Tree Planting: we are taking out some trees and planting some more; we are working on the parking lot island (enhancement).
 - b. Looking at new tee markers for 2020 (look to consider in the Capital Budget if this is needed; this would be probably under \$10,000.00 depending upon what option is selected).
 - c. The fountain on #14 is about to come back into action as repairs are almost complete. #6, #13, and #14, rip-wrap around the lake needs to be fixed (long-term goal) within the next couple of years ... we will need to deal with that before it gets worse as a capital item.

General Manager Report: By Justin Waffle

1. Summary of Financials: We exceeded budget in April because of savings from not doing any work on the course due to weather. We will balance out soon with better weather in May. Pool pump was not functioning properly, so we did get a new pump. Then we had a leak detected and fixed it. Then we realized the heater control panel needed to be replaced. We are now functioning properly, but there were big expenses for repairs. Although, we were able to cover it in our budget.
2. Capital Projects
 - a. The 19th hole is going well. We are waiting on the back-bar counter and when we get it in the next couple of weeks, we can then put in the keg taps.
 - b. Sound system is functioning well. It is all in and the results are great. We are bringing the installers back for one last training session to make sure we know exactly how to use (effectively) the new system. Premier worked on this project for us. We use Sonos and that means we need internet connectivity to make sure it runs smoothly. Justin discussed the (3) zones and how to control it for specific events.
 - c. Exterior of the Clubhouse is nearly done and looks great.
 - d. Furniture (Justin W): we priced out some more options. 19th hole. A suggestion was made get the furniture done in the 19th and add additional tv's in the 19th. And, take the dollars from the front steps and put those dollars into the wants and needs of finishing the 19th. Discussion of the pros and cons of the hi-top tables vs. all regular size table in the 19th. Let's go with low-tops for now. MOTION by Dave J. To allow Justin W. To buy the low-top tables and chairs; seconded by T. Tomaso (passed).
3. **Operations Update**

- a. Cooper wedding: how did it go and how do we communicate effectively to make sure expectations were met. Dave J. And Justin W. To talk and move this forward.
- b. FOOD & BEVERAGE: 9 and Dine did not go smoothly. We had all available staff on hand unfortunately wasn't enough to take care of member needs. We had so many people at the pool, in addition to the 9 and dine, so accommodating everyone was difficult. Service was slow because we had so many people. A Board Member commented on how this was a "perfect storm" on Friday (5-25-2019) and folks were not happy. But the staff did rebound for the rest of the weekend. Another Board Member commented: good communication as to what happened and what is being worked on by the staff. Staff was working on the problem that very night to solve. For example: after Nine & Dine we need to have buffet style and not a typical menu because it would be too difficult to meet needs. Dress code needs to be considered in the House Committee with concerns of shirtless men sitting in Stingrays.
- c. STAFF (Dean L. Comments): we are working on creating a culture where people want to work here; better staff, returning each year. We are looking at trends in the industry and we want to come out on top of this issue. Discussion pertaining server compensation and creative idea to obtain servers was discussed. Frank M. Comment: last year it would have been more difficult to "fix" this perfect storm problem. We will learn from this and it will be better, and we shall not see the same mistake twice. We have learned from this. Suggestions were made to add an event planner to the staff, have additional training for employees to operate the phone and better food options on the bev. Cart. With current and future staffing levels club needs to look at how do we decide on the two competing restaurants (19th vs. Stingrays) and when to have them both open and when to have one closed.
- d. Outside the Locker Rooms / Classified Posting / Ads: No policy is currently in place. We need to establish the policy after Board feedback. Justin will develop policy and distribute to board for approval
- e. Reinstatement Campaign / New avenue to bring in new members: we are pursuing former members, so we market our new/great upgrades. Let the Board know who you are looking at so if there are some folks who left on terms that were negative, we are not pursuing them. Dave J. Motion to approve this campaign with the program run through 7-31-2019 / 2nd by Steve H. / vote: passed

New Business

1. Board Member asked what we are doing for the full equity members to make them feel like they are getting value for their \$607/mo. Discussion had about 76 Club and how that might work.

Email Business

1. Previous Email votes:
 - i) MEMBERSHIPS:
 - (1) Guillermo Eguidazu: Junior (5/1/2019)
 - (2) Bill Armstrong: Non-resident (5/1/2019)
 - (3) Sarah Wigley: Junior (5/6/2019)
 - (4) Brian Hanson: Social (5/8/2019)
 - (5) George Dries: Social (5/8/2019)
 - (6) Greg Tresslar: Junior (5/8/2019)
 - (7) Brian Russell: Junior (5/14/2019)
 - (8) Cole Judy: Junior (5/15/2019)
 - (9) Dan Kirby: Junior (5/22/2019)
 - (10) Bill Small: Equity (5/24/19)
 - ii) MISCELANEOUS:
 - (1) Sale of Piano (5/1/19)
 - (2) Reduce the scope of Clubhouse Front Entry Repair to \$15K and apply budget dollars improvement to 19th hole. (5/15/19)
 - (3) Purchase of 5 new TV's and HD Modulation Box (5/15/19)
 - (4) Replace broken pool pump with new unit (5/15/19)

NEXT MEETING: Tuesday, June 25 (7 am)

Adjournment: