

Lincolnshire Fields Country Club
Board of Directors Meeting
Tuesday, August 27th, 2019
7:00 AM
Garden Room

Attending: Steve Hartman, Todd Mayfield, Dave Jones, Justin Waffle, Toney Tomaso, Jim Burgener, Tony Zahn, Larry Grill, Randi Lundstedt

Absent: Sue Peterson

Meeting called to order at 7:03 AM

Motion to Approve Minutes: Review minutes from prior meeting: Toney T. motioned approval, Steve H. seconded – Motion carried

Committee Reports:

1. Social Committee report by Jim B:
 - a. Had an August meeting to focus on the Fall (2019) and long term (2020). Discussed options and food themed evenings. After Men's golf league is over, thinking about a bags league (which we can do both outside and inside). Get the word out immediately (Rob can talk about it at league night on 8-28-19). Don't buy the boards yet but borrow from members and see how it goes. We need to take the pulse of membership to see the level of interest. Justin W. will work on logistics and get the word out.
 - b. Upcoming Events:
 - i. 9-2-19: Labor Day Celebration
 - ii. 9-7-19: Illini Watch Party
 - iii. 9-12-19: Chef's New Menu
 - iv. 9-28-19: Harvest Beerfest
 - c. Marketing: Getting the word out needs to be targeted and effective where we have pushes/alerts via all social media and via e-mail with a quick notification as to what is going on that night at LFCC.
2. Golf committee by Tony Z:
 - a. LFCC Cup is coming together and there is a Captain's meeting tonight. Players have all agreed to play. We are all set with 20 Men and 4 Women. We only had (3) people asked who could not play. Hullabaloo was a success. Maybe "tease" bags league as part of the Golf Committee.
3. House Committee by Randi L:
 - a. We want to decorate the place better. Ottoman in the lady's locker room. We want to spruce up the place. Will develop a budget/plan coming for 2020.

General Manager Report: By Justin Waffle

1. July was like June in performance. Fell short on revenue side in July. Clubhouse dining is down, but our events have picked us up. We are negative 20 members and that is impacting our revenue bottom line (compared to budget).

2. We are dealing with losing employees (back to school) and we had to add to budget for payroll (Food & Beverage) because the need to bring in people for training and then work.
Comment: are there ways where a long-time member does not have to give their member number. That the employees ask other servers “who is that” and find out themselves so that they do not ask you. Justin W.: we train to do that but takes time to develop those relationships. Let’s focus on training the employees to tactfully ask members who they are and what is their member number.
Comment: what to do to retain employees? More pay would probably be the bottom line. Also dealing with employees (at this level) who will quit at the drop of a hat and not think twice about it. This is the pool from which we draw.

Old Business: None

New business:

1. Budget Discussion: (Justin W)
 - a. Possible Operating Assessment after the Summer is over: \$35,000 lost this spring during 19th hole closure in comparison to prior year based upon money coming in from dining (food/beverage). Not seeing the money at King of Clubs as we have seen in the past. YTD King of Clubs revenue \$8k compared to \$24K year prior. There were (4) private events in August and those drove positive revenue. Asking each department to make cuts of 5% to help with savings in this part of Summer/Fall. We were down (in comparison to 2018) about 1,000 rounds of golf. Need at this time: Finish strong and with a positive note for members. We need to keep them here and make sure they are having fun and there are events to hook people in and convince them to stay.
 - b. UPCOMING Budget: Justin W. Is working on it taking into account all of our ideas when coming up with the proposal for 2020. If you have ideas for him please share.
 - i. Comment: we need to look at adding to our new Budget a full time, assistant Golf Pro to help Rob but also help out in other areas (marketing). And, a person who can be in charge of Stingrays and take that off of Chef’s plate.
2. Board retreat. Need to discuss nominating committee and who is still “in” as a BOD members, or who would be good “new” board members. We don’t want to wait until the last minute. CYCLING OFF: Steve H., Sue P. And Todd M. We need to discuss if they want to come back on/if they are eligible to do so.

Executive Session: Discuss a member issue.

Email Business:

1. Previous Email votes:
 - a. MEMBERSHIPS:
 - (1) Zach Hamer- Junior (7/16)
 - b. Miscellaneous
 - (1) Approval for Emergency Kitchen Equipment Purchase (7/26)
 - (2) Kotiw Membership Inquiry (8/6)

Next Meeting is scheduled for 9/24 at 5:30pm.

Meeting Adjourned at 8:00am.