

Lincolnshire Fields Country Club
Board of Directors Meeting
Tuesday, September 22nd, 2020 at 5:30 PM
Meeting in the Clubhouse

Attending: Morgan Gonzales (KemperSports) and John (National Food and Beverage at KemperSports); Sue Peterson (By phone); Becca Guyette (by phone); Tony Zahrn; Todd Mayfield; Larry Grill; Dave Jones; Randi Lundstedt; Jim Burgener; Sara Michael (Membership Director); Toney Tomaso

Absent: Justin Waffle (Vacation)

Approval of Minutes (July 2020): Dave Jones; Second by Jim Burgener; approved unanimously (no discussion)

New Business:

1. Sara Michael (Membership): Left meeting after report

- a. Membership Sales Approach: raising initiation fee due to number of members we have coming in these days. Discussion as to why. This will help with leads and allow us to finish strong. Discussed history of the incentive program and discounts have been allowed for since March 2020.

Motion to approve the proposal by Dave Jones; second by Toney Tomaso: passed unanimously. Initiation fee will be raised as of 11-1-2020 to \$2,000.00.

- b. Lifetime Equity membership for \$100,000.00. One-time lump sum. Full details in Sara's handout. Proposal to sell one or two of these. Need to designate what the money would be for, and that any income we received would have to go on the books as a liability as well because we owe member(s) lifetime of benefits per the handout. Discussion was held and more specific ideas will be brought forward if interest warrants. No action taken

2. **Board Strategic Planning Session:** Go off site and have a Strategic Planning Meeting for the BOD and the direction we want to take the Club. Justin and Tony will work toward creating an agenda and scheduling as time allows

Committee Reports

1. **Golf Report: Todd M.** - We are doing great. The Member-Member event is looking great. All is well.

Financial / Operations Report: by Morgan (for Justin Waffle)

- 1) Morgan G. (For Justin W.): August was a strong month. Revenues were over budget due to food and beverage. We are making up ground on the overall budget for the year. Number of golf rounds is up considerably.
- 2) John (Kemper): discussed bringing on board new Exec. Chef Brian Wong. Discussion as to the direction which is now to be taken and how that impacts dining and membership now that weather is getting cooler (prepare for more indoor dining). All arrows are pointing up with Chef Brian in place and the menu will start to evolve.

- 3) Morgan G.: the survey that went out will be studied and shared with the BOD as the data summary is being worked on now. The summary should be available next month.

Old Business:

1. New BOD candidates discussed; next month word will go out to the entire Membership of the fact we are accepting applications for the BOD open positions; If there are any other candidates you want to approach please let the BOD know.

New Business: Dave J. (Finance): nothing to report on the Capital budget; we will be discussing budgets and finances at the October 2020 BOD meeting. Discussion as to assessments (if needed; how it works; budget and numbers; protocols to follow per the bylaws)

Email Business

- a) Previous Email votes:
 - i) NEW MEMBERSHIPS:
 - (1) Gary Bosley- Equity Membership (8/25/2020)
 - (2) Michael Porter- Junior Membership (9/2/2020)
 - ii) OTHER:
 - (1) Hail Damage Assessment (8/31/20)

Next Meeting: October 27, 2020 at 5:30 PM