

LFCCI BOARD

Meeting Minutes

Date: November 13, 2018

Present: Don Brewer, Jon Peters, Gary Armistead, Jim Noel, Ron Horensky, Linda Issitt, Tim Cunningham, Renee Edwards, John Meng , Eric Morgan, Cheryl Washburn

NEW MEETING TIME IS 2:00 ON BOARD MEETING DAYS

I. ADMINISTRATIVE REPORTS

FINANCIAL: John is dealing with the insurance company.

GOLF:Tim said they are having trouble with the pump between holes #5 and #7 as it may be clogged with weeds. 40 pallets of sod were laid last week on 9 fairways with 4 more pallets coming. Cold patch repairs are being made on the cart paths with 11 holes touched up. Aerification work was completed on fairways and roughs. Tees were over seeded and mowed for the first time since last Friday. The recovery of the greens aerification has been slower than hoped for since the Hurricane. He is looking into new controls for the irrigation system that can be dealt with from the office. There are old pipes in the ground that need to be replaced. The new Greens covers are due to be delivered this week. They received the parts to repair the ball picker for the range. Don offered to help Tim set up a computer back up system when he gets it installed.

GOLF OPERATIONS:Eric mentioned the Thanksgiving Day play of a shotgun start at 9:00 unless it's too cold, then it will be 10:00. He'll notify members. He gave us a lengthy report on the Graham EZGO golf cart contract compared to the Club Car contract. The Christmas sale in the Pro Shop will be November 28 at 3:00PM-8:00PM. He discussed the print out of package/online rounds and realizes it still needs to improve. He attended a meeting of the Myrtle Beach package provider in Long Bay recently, will attend another one at Compass Cove next week. He is to attend an ECGM package provider trip to Pinehurst after this meeting. The Platinum Card rounds are about \$12,000.00 less than this time last year. We will lose this program if we go with the Brunswick Plantation program.

He attended a meeting with Chip Smith and Scott Thrailkill of Brunswick Plantation recently which covered a number of important happenings for us, possibly: they will market for us and other courses, no up-front fees, pay per round would help pay for his marketing. They are planning a big meeting soon of the Pros from several courses to explain the plan. If we go with this group, we might replace ECGM. The plan should go in place by January 1, 2019. Eric prefers to market with Brunswick County courses in place of Myrtle Beach courses. He will pursue matching funds from the State like Myrtle Beach receives from SC for the tourism factor.

ECGM update: They are asking for our \$20,000.00 fee for the 2-year contract. We're only going to pay \$12,000.00 for one year with a requirement of proof of promotion of our course since we are still not being listed on the online websites. They never sent us a projection packet after the last meeting.

Jim Noel mentioned a neighbor who golfs when he is here, with an employee, and gets a deep discount once a week.

II. COMMITTEE REPORTS:

Finance:John Meng

Outside play so far this year is down \$109,000.00 and a gross budget of \$129,000.00 down from last year. We are now \$50,000.00 under profit. Cash is constrained and we need to maintain the \$50,000.00 minimum balance. He is still waiting to hear from the insurance company before paying Clemmons and Galletto for the tree work.

No one has turned in a budget for 2019 yet. Eric says his is ready to be turned in. Tim is working with Theresa on his. He still needs a proposed budget from House, Membership and Marketing.

Marketing:Linda Issitt

We viewed the new billboard design and approved one of the two choices. LGA is planning a Charity fund raiser for Duke cancer research in addition to Eric's Folds of Honor Charity fund raiser. We are really stressing the local businesses with all the donations requested for these charity events.

Membership:Renee Edwards

She gave us a membership report reflecting a pay increase of dues for all categories which results in a 5% increase in Full Individual memberships and a 7% increase for Full Family memberships. We have not had an increase in 5 years. She also gave us a possible press release explaining the new changes. These will also include a fee schedule for guests of members.

Renee moved that we accept the new membership fees, however the non-member property owners in LWF will pay the daily fee rate.

John Meng seconded.

Approved unanimously.

Golf Pro:Eric Morgan

A lengthy discussion was held about the two possible Golf Cart companies. Our cost with EZGO is now costs \$5,200.00 per month and the new cost would be \$5,300.00 per month. Including a GPS on each cart would be an additional \$37.00 per cart per month or \$2,600.00 per month then after 4 years would drop to \$18.00 per month per cart. They would like an agreement in

place by December 1. John told Eric to get his budget in before that date and we'll need to vote on it.

Cheryl moved that we accept EZGO's cart contract. GPS will be considered at a later time.

Jon Peters seconded.

Unanimously approved.

House:Ron Horensky

He will fix the road signs at the #10 Tee box.

Oak & Anchor:Jon Peters

Repairs need to be made to the O&A before a new leasee comes in. The bar area floor will take at least 2 days, repairing some holes in the walls so it will be closed for several days after Thanksgiving.

Greens:Jim Noel

The quote by Coastal Carpet Maintenance to clean the restrooms at the Halfway house is \$250.00 a per month. Tim feels that Cintas is overcharging for supplies and feels he can lower the budget on Cintas. They are a bit cleaner since we started locking them, but we feel that Cintas is over charging for this service. Tim thinks he can roll the cleaning into his budget and have his staff take care of the cleaning. His staff cleans the restrooms at #13 green. John Meng mentioned that we are paying Cintas about \$20,000.00 a year so we need to look at that expense. Tim will add the cost of cleaning into his 2019 budget.

III. UNFINISHED BUSINESS:Don Brewer

POA has put in a claim against LFCC for the bulkhead damage. He sent many documenting items to the insurance agent. That agent was touring the area with Joe Geise today. \$49,000.00 is the estimated repair cost.

Meeting adjourned 5:00PM

Next meeting will be December 11 at 2:00PM