

LFCCI Board

Meeting Minutes

June 12, 2018

Present: Don Brewer, Ron Horensky, John Meng, Jon Peters, Renee Edwards, Linda Issitt, Jim Noel
Staff: Eric Morgan

Absent: Cheryl Washburn

Staff: Eric Morgan

I. Administrative Reports

Finance – John Meng

- Financial difficulties due to course conditions (winter kill) and less players. Accounts receivable - \$32,000; accounts payable - \$63,000.
- After payroll cash on hand close to \$50,000.
- GTS payment of \$5,000 is not due until September. Eric will be in contact with GTS to determine how the money for marketing can be used. This payment will not be made until fall. GTS may not be marketing our north area courses; consideration of not using them next year.
- Inventory in Pro-Shop is \$46,000 and needs to be lowered. Future orders are on hold at this time. Plans to reduce inventory are in progress.
- Package play from ECGM is still lower than expected. Discussion on how to increase play includes visits to package providers to promote course. Golf Committee and Marketing Committee will work on this plan.
- The Oak and Anchor is still buying product on our account; should stop by end of this week.
- Janette receives about \$1,500 a month for her services.

Course – Jim Noel

- JD Franck resigned this week. Jim will be overseeing course until replacement is hired.
- Need to hire one or two people to get caught up on course repair.
- Jim picked up 6 bags of sprigs today at a cost of \$200 each.
- John asked for a plan to be brought to the Board for costs of repairing areas; Jim will prepare this and e-mail plan to Board members.
- Jim is contacting individuals regarding replacement of JD's position.
- The Board agreed that extra money should be paid to Jeff for all the additional work being done in JD's absence.
- Pump house problem under evaluation.

Golf Operations– Eric Morgan

- POA calls are still coming in on 846-3636 number. Eric will obtain the new number for POA and callers will be informed of the change if they use the LFCCI number.
- Our current golf rates are below the prime rate of last year at this time (\$49 vs \$59). The local rate of \$45 may be too high at this time due to course conditions; suggested that rate be dropped or \$40 or \$35 until course returns to better condition.
- The World Am Group contacted Eric with concern over course conditions in this area. The course should be fine for their upcoming event in August.
- Upcoming events:
 - June 30 – Kiwanis; increase from 128 to 140 players. Eric will discuss increase of rate (\$3500) with them.
 - August 9 – Ladybirds; 100+ players
 - August 23 – World Am
 - September 30 – AMTC
- Ranger training done last Sunday.
- Discussion of increase of package play – suggested that we work more closely with Brunswick Plantation; use money from GTS for marketing.
- Discussion of contribution of ECGM to promoting our course. Eric will be attending a conference next week and will discuss why we re not marketed as well as other courses that are part of ECGM. ECGM will be adding a call center.

II. Committee Reports

House – Ron Horensky

The O&A was sited by the Fire Department for not having vent properly cleaned. Tyler had been scheduled to do this but was unable to clean it at scheduled time due to congestion caused by the new owners coming in and organizing their equipment, etc. Tyler will be rescheduled.

The ice machine at the Snack Shack is not working. Ron will ask Danny McDuffie to look at the machine and see if repairing it is cost effective or whether it should be removed.

III. Unfinished Business

O&A Wrap Up – Jon Peters

The lease with Erica and Anthony Perry has been signed. Jon thanked Don and John for all the work done.

The inventory has been completed; not paid to LFCCI as yet.

The Restaurant Committee will meet with O&A staff; meeting not yet scheduled.

June 15 is official opening date for restaurant.

Comment cards for the restaurant are available at the O&A. All complaints, comments, etc. for the restaurant should be submitted on these cards.

Greens Covers – Jim Noel

Jim will obtain cost proposals for greens covers.

IV. Open Business

Golf Operation Strategy – Eric Morgan

- Cost reduction on Laddie golf balls.
- Sale on Under Armour attire, golf bags and footwear will be sent to e-mail club members.
- Discussion about member tee times for Saturday morning and how to increase outside play. Split tee times was discussed but did not seem to be a viable option. Marketing for Saturday and Sunday tee time will be done.
- Three weekend shifts for the pro-shop are available; Amanda expressed interest in working these shifts. Ron will talk with Erica first about salary for Amanda before decision made regarding work in the pro-shop is offered.
- A motion to hire Buck Steel (relative of Gene Mitchell) for a summer job was moved by Jim Noel; seconded and approved by seven Board members.
- Use of bag tags for outside play – Cost of bag tags is \$3,100 for the six colors. It was suggested that 2 receipts be printed; one for starter. This would eliminate use of bag tags. The tee sheet would be checked to indicate player has paid. Eric will implement this system.

Elsie Jordan – Retention Wall – Don Brewer

Elsie Jordan has requested that retention wall similar to the one on the Carroll's property be built to reduce erosion on her back yard. The retention wall would be on LFCCI property. Discussion as to whether to sell property to Ms. Jordan or have her build it with documentation that LFCCI does not maintain or repair wall was held. Further discussion before decision is made by Board.

V. Adjournment

Meeting adjourned at 5:50 pm.

The next Board meeting is July 10, 2018, 3 PM in the Boardroom.

Minutes submitted by Linda Issitt