LFCCI BOARD

Meeting Minutes

August 11, 2020

Present: Jon Peters, Gary Armistead, Ron Horensky, Dan McGougan, George Kelley, Marisa Eve, Tim Cunningham, Pat Hogan, Robert Hurley and Cheryl Washburn with Mike Collins as representing POA.

**I. ADMINISTRATIVE REPORTS**

**FINANCIAL: GOLF:** We are -4% over budget for the month of July. Director has already filed insurance claims for Hurricane Isaias damage which include business loss, tree removal including wooded areas and debris removal. The insurance will pay to have the trees taken down but not for removal. He is on top of all these issues.

**GOLF COURSE:** Staff is back to previous numbers: 3 salaried, 7 fulltime and 3 part time. Hurricane Isaias caused a lot of destruction to our course which had to be closed for two days for clean-up. There was significant irrigation satellite box and wire damage near the practice green leaving 7 satellite boxes without power. Two are now operational and all others are being repaired. Ultra- Dwarf Bermuda “Sunday” greens sod work installation was completed on July 29 on the putting green, and holes #10, 11, 14, 15 and 16. They are working on edging and mulching the landscaped beds on the course. Greens aerification occurred on August 10 on putting green, #1-19 greens, Tuesday, August 11 on #10-18 with a 5/8” tine cleaning off all plugs, top-dressing, brushed in sand, fertilized and watered. Thanks again to the LGA for the wildflowers on #2 Tee area as they are coming in very nicely. Delivery on new John Deere equipment is slowed by the COVID-19. Thanks to the many staff who worked very hard in the heat to get the course open and ready for play!

We reviewed the proposal for the Variable Frequency Drive Pump House Upgrade and Isolation Valve Replacement project costs. This project will cost $39,000.00 with ½ to be paid at the start of the project and the remainder to be paid in early 2021.

**Cheryl Washburn moved that we accept this proposal.**

**George Kelley seconded.**

**Vote passed unanimously.**

**GOLF OPERATIONS:** July was a good month for the course. It was the second month in a row that we exceeded the projected budget. Daily Fee (Rack Rate):$64.00 before 1:00/$44/00 after.

Local rate: $45.00 before 1:00/$40.00 after, and Twilight Rate: $25.00 after 4:00PM-18 holes.

Staff is continuing to sanitize carts after each use and before the next day (two times each), keeping work areas clean and wearing face coverings while indoors and closer than 6 feet of others.

Tournaments were mostly cancelled but these still remain:

World Am Wednesday and Thursday September 2 & 3, 72 players

Brunswick GOP Saturday September 26, 52 players

Brunswick County Seniors Wednesday, October 16

Over 300 package rounds for $20,000.00 have been booked from mid-August to December 31

East Coast Golf Management/Myrtle Beach Golf Trail Contract: 2021 fees are $4,200.00 plus $2.00 for each paid package round sent by them to us. 2019 we had 555 paid packages from them. 2020 fees started at $12,000.00 but were reduced this year due to COVID-19 issues. The Pro feels we need to keep these memberships due to the before mentioned facts plus we have made over $4,800.00 to date on Golf Trail rounds. These also give our Pro a chance to network with other industry professionals, get discounts on products and programs in Co-Op form as well as a Coke rebates.

We will discuss other membership benefit opportunities at our next meeting.

**II. COMMITTEE REPORTS:**

**Finance**: The Director distributed a very good report by email blast to which members have made positive responses

**Marketing:** A membership drive is in full swing and we have already paid for the marketing by the new memberships and additional bookings which ran two weeks in the Brunswick Beacon and Southport State Pilot, in addition to an email blast and a Facebook posting. The goal was for 6 new members and we have one new one and one in consideration so far.

**Membership:** One new member: Dave Smith and the potential for another one thanks to Marketing drive.

**Greens:**

**House:** Director replaced torn shingles on old bag drop cover near driving range. Learned that bag boys are selling bottled water to golfers. Not sure why, where it comes from and who gets the money.

**Oak & Anchor:** Lessee was very pleased with email blast concerning giving him more business and feels it helped a lot. He’s doing well with the Tuesday/Thursday night dinners again. Still no significant catering bookings. There have been many discussions concerning the hours of the beverage cart. 12 other courses were contacted for their hours of operation. A majority said they send their carts out between 9:00-9:30 but bring them in between 2:00-3:00 unless there is significant play still out. They run 5-6 hours daily. They also have the restaurant open around 8:30-9:00 so golfers can get what they want before they go out. The O&A is covered by 9:00AM for that same reason and usually has the beverage cart out by 10:00 until at least 4:00 which is a 6 hour shift.

**Action Plans:** All were discussed and updated so a new list will be sent out to each board member for next month.

**III. UNFINISHED BUSINESS:**

**IV. NEW BUSINESS**

**President:** All new members need to get acolor printed folder with the By-Laws and Policies and Procedures packets when they pay for their memberships. The POA is also putting together these same folders for new residents with nicer pictures of the golf course included as well as membership packages available. The Membership Director will have 30 copies of the policies printed, 10 will go to the POA for its package.

**Pat Hogan moves that we give the Lessee free rent from January 2021-July 31, 2021.**

**Cheryl Washburn seconded.**

**Approved unanimously.**

**Adjourned: 4:30PM**

**The next meeting will be September 8 at 3:00PM in the Pool House**

Respectfully submitted by

Cheryl G. Washburn, Secretary