Two pages

Revision 0

Present: Board Members: George Kelley (President), Jane Allman, Mike Collins, Don Dyksterhouse, Steve Grochowski, Jon Huffman, Dan McGougan, Tammy Whisenant

Present Non-Board Members: Tim Cunningham, Marisa Eve, Dean Halterman

Absent: Tim Daugherty

**Quarterly Meeting Minutes**

1. Approximately 28 Lockwood Folly Country Club Members (not including board members) attended the meeting.
2. A summary of the cart path renovation project was provided. Tim Daugherty is project lead and has established committees to:

* Financing options: Previous estimate was $380,000.
* Measurements
* Cost Estimates
* Solutions

Renovating the cart paths is a multi-year project that will not be constructed immediately. By starting early, the project will be able to proceed once the adjacent trees are removed. One hundred twenty trees were removed in 2021 but over 300 trees remain within eight feet of the cart paths.

1. Financial Report: An end of year (2021) report was given showing a net income of $147,476 in 2021 and a projected net income of $83,523 for 2022. The first quarter of 2022 showed a positive trend. (Table is shown on page 2)
2. Membership: The total current membership is 151 with a gain of 6 members and a loss of 9 members since 2021. A welcome letter for new members has been created, a new member TAB is planned for the WEB page, and a corporate membership option is being investigated.
3. Grounds: The strategic asset for grounds is the quality of the staff. Decision making of renovations is being made that is consistent with the Master Plan Alignment. Numerous infrastructure initiatives have been started and completed. Removing trees remains a high priority in the winter season. New equipment will be arriving in the next quarter. The grounds committee is continuing to work on challenges with grass growth and insects.
4. Marketing: A renewed focus on new members has been started. Changes are being made to Facebook, Instagram, and the WEB page. The Brunswick Chamber of Commerce is meeting at Lockwood Folly to promote awareness in the community. Marketing is emphasizing awareness plus action that obtain results.
5. House: Numerous maintenance repair efforts continue to be identified and resolved.
6. Golf Operations: Upcoming events were summarized. New scorecards and range balls will arrive shortly. Holiday exclusion dates were provided.

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| **Year End 2021 Financial Results** | | | | | |  |  |
|  |  |  |  |  |  |  |  |
|  | **Actual** | **Plan** | **Actual vs Plan** | **YE 2020 Actual** | **2021 vs 2020** |  | **2022 Plan** |
| **Outside Play** | 720,814 | 706,010 | 2% | 659,256 | 9% |  | 735,000 |
| **Member Play** | 480,006 | 622,242 | -23% | 678,283 | -29% |  | 529,408 |
| **Total Income** | 1,278,953 | 1,364,092 | -6% | 1,499,847 | -15% |  | 1,322,048 |
| **Total Expenses** | 1,227,583 | 1,126,048 | 9% | 1,087,671 | 13% |  | 1,237,676 |
| **Total Other Income/Expense** | -9,915 | n.m. |  | n.m. |  |  |  |
| **Net Income** | 41,455 | 98,044 | -58% | 106,860 | -61% |  | 83,523 |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| **Cash** | 147,476 |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |

Respectfully submitted,

Don Dyksterhouse

Lockwood Folly Country Club Secretary