Two pages

Revision 0

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

Absent: Tammy Whisenant

Guests: Tim Cunningham, Dean Halterman

The meeting minutes will follow the agenda outline that was sent to the membership.

Approximately 45 members attended, plus the eight board members.

1. Welcome – George Kelley:

* The by-laws change from 2 year terms to 3 years term for board members passed.
* Focus this past year has included working on the Lockwood Folly Country Club (LFCC) relationship with the POA.
* Thanks was given to the numerous members that provided significant support to LFCC this year.

1. Election – Jon Peters: The four members that were elected to the LFCC Board were George Kelley (re-elected), Nick Bertucci, Richard Page, and Larry Trotter.
2. House – Steve Grochowski

* The two bridges on #15 and #16 were repaired this year. Additional work will be done in 2023 by installing cattle mats on each end of the two bridges.
* An ice filtration system has been installed in the cart barn to provide quality water and ice to the golfers.
* Two intra-club leagues will be played in 2023.

1. Membership – update by Jane Allman

* Currently, LFCC has 158 members.
* Question was asked regarding increasing the number of full time members. Response was that though this is desirable, without options and significant outside play, LFCC would not be viable.

1. Cart-path study – Tim Daugherty

* The cart path study consisted of construction options, cost estimates, and current cart path condition on each hole.
* Estimated cost in 2022 is $1,400,000 million. Five years ago the estimate was $394, 000.
* No contractors were willing to bid on doing partial work.
* Options of paying for the cart paths were discussed.
* Tim Cunningham will be looking at options to upgrade certain areas, pending funding approval.
* Conclusion was that “no one returns to a golf course because they have good cart paths.”

1. Financial – Mike Collins

* 2022 was a good year financially for LFCC. Net income was $92,272. 2021 net income was $58,321.Expenses were 6% above budget in 2022. Expenses in 2023 are budgeted at $1.35 million; a 10 % increase.
* Question was raised regarding beverage cart revenue. The LFCC board is reviewing the golf cart operation.

1. Grounds – Dan McGougan/Tim Cunningham

* The focus for the grounds committee is still to “growing grass”.
* Equipment was been purchased to aid the grounds work. (e.g.aerifier)
* Strength of the grounds work is the people. Steve Kohler has recently accepted the position of assistant groundskeeper.
* Wednesday afternoon maintenance days has resulted in improved condition of LFCC.
* Steven Kay’s improvement projects in 2022 include #5 bunker removal, upgrade to #6 tee, green tee for #16, and bunker removal on #18.
* Improvement projects for 2023 include bunker removal on #8 fairway and reduction for some of the parallel bunkers.
* Tree removal near cart paths continues during the winter months.
* Several transfer pumps were installed/replaced to improve the irrigation system.
* Thanks was given for several members planting shrubs in the tee areas.
* Question was raised regarding the amount of sand in the sand traps. Response was that several traps have had sand added. Many bunkers do not have good drainage and placing sand is expensive and not long term beneficial in these areas.

1. Marketing – Jane Allman

* Trend analysis of marketing efforts for WEB sites, videos, facebook, and Instagram are received monthly. This allows evaluation of the effectiveness of reaching people by electronic media.
* Thirty inquiries into membership have been received from marketing efforts,
* The marketing activities are on a five year plan.

1. Operations – Jon Huffman/Dean Halterman

* The cost of golf has been adjusted for 2023. Remaining competitive with other courses in the area is one of the factors that provide input into the pricing.
* Dynamic pricing was implemented in mid 2022. This allows increasing the pricing during peak golf times.
* A goal of LFCC is to be the most service oriented club in Brunswick County.
* From a management perspective, golf course employees were more motivated this year and communications among the staff is improving.
* Revenue from range balls is up 5% since range balls have moved inside the pro shop.
* In 2022, the number of rounds is up 3 ½% and revenue is up 14%.
* The cart barn was recently cleaned and a large dumpster was completely filled with discarded material.
* New carts are arriving in February. Lease of the new carts was negotiated resulting in a savings of $ 33,000.
* Other changes that occurred in 2022 were rearrangement of the pro shop, the hole-in-one club, and naming of the golf holes, and the pro shop organizing the Tuesday MGA formats.

Respectfully submitted,

Don Dyksterhouse

Lockwood Folly Country Club Secretary