

2026

Annual Board Meeting to Review 2025

DATE 1/24/2026

RIVER ROOM 10:00 AM

IN ATTENDANCE

G. Kelly, R. Page, T. Whisenant, T. Berardo, N. Bertucci, L. Trotter, L. Bailey, T. Cunningham, T. Hasley, M. Foust, G. Armistead

Special Guest: R. Hornensky

- 45 LFCCI members attended
- Membership present approved Les Bailey for the remainder of term. Board to review bylaws to reflect three-year term language

George opened the meeting. He thanked all for coming to meeting. He gave an update of the year 2025. George addressed the decision to place Terri Hasley in the Pro Shop Manager role instead to hiring a full tire PGA Pro. Two certified instructors will provide lessons on a as needed basis. George also thanked all members that have served on committees and boards for their hard work.

- R. Hornensky- thanked the election committee for this year's work. He announced that Nick Bertucci, Davied Foust and Larry Trotter were elected for three-year term. 168 ballots were mailed, with 104 returned.

DIRECTOR'S REPORTS

LARRY (HOUSE)

- Items completed this year include re-stripping cart barn parking area, new water fountains at turn house and #13, winterized water fountains. The turn-house restrooms leach field is two weeks away from repair, repaint structures at turn house and #13. Membership was thankful for the wonderful job on #13 walkway.

Terri/Gary (Golf Operations/Pro Shop) see attachment

- Thanked all for their support in her new role. Recent hires to bag drop area, ranger when busy, and range ball workers. Website now updated each day by 7:00 am for course conditions. Website calendar is up to date for all tournaments scheduled.

Richard

- Thank you all for supporting him in the past three years. He also thanked the restaurant committee for their work in finding a replacement in O&A. He gave a shout out to the cart path work completed thus far.

Les/Tim (Grounds) see attachment

- Les thanked all for their vote to take the director's role for grounds. He also thanked Dan for supporting him and providing guidance in his transition. Cart path work on #9, #11, and #17 are complete and in test mode. Feedback has been positive. Special thanks to Jack Dawson for his volunteer efforts in cart path maintenance. Awaiting quotes for driving range mats and installation. Volunteer day in early spring.
- Tim- Thanked all for their support and assistance. Recognized Steve Kohler for his assistant superintendent role. Sod nursery is a success, irrigation damage from lightening storm major impact to grounds work this year.

Practice is complete and open. Poana grass is recognized as an issue on new practice green as well as #6 green. More research will follow on how to rid these areas of that grass.

- Dan thanked all for their support of West Brunswick High School golf teams. Lockwood Folly is their home course.

Trish (Membership)

- Thanks to all members who renewed thus far.

George/Nick B.- See attachment

- George reviewed Nick's report in his absence. Jan/Feb of 2025 two worse months Lockwood Folly Golf has ever experienced.

George closed meeting by addressing the need for donations to help with the cost of the cart path repair. An additional communication email will be sent soon to suggest how each member can help.

No questions from attendees

Meeting adjourned

Special meeting following:

2026 Positions were elected for board

G. Kelley- President

D. Foust – Vice- President

T. Whisenant- Secretary

N. Bertucci- Treasurer

T. Bernardo – Membership

L. Trotter- House

L. Bailey- Grounds

G. Armistead/T. Hasley Golf Operations

DEC 25 - Current Yr vs Prior Yr

2025 vs 2024 - YTD

<u>DEC 25 - Current Yr vs Prior Yr</u>				<u>2025 vs 2024 - YTD</u>			
<u>Income</u>	<u>Dec-25</u>	<u>Dec-24</u>	<u>Change</u>	<u>Income</u>	<u>2025</u>	<u>2024</u>	<u>Change</u>
Outside Play	32,163	35,440	-9%	Outside Play	948,801	914,094	4%
Member Play/Dues	25,431	23,596	8%	Member Play/Dues	563,773	528,177	7%
Pro Shop	404	-685	-159%	Pro Shop	50,678	51,473	-2%
Merchandise Sales	11,578	11,395	-3%	Merchandise Sales	141,771	146,755	-3%
Restaurant	5,923	2,500	137%	Restaurant	61,968	30,000	107%
<u>Expenses</u>				<u>Expenses</u>			
Admin	13,622	14,262	-4%	Admin	198,091	186,589	6%
Grounds & Greens	65,331	57,515	14%	Grounds & Greens	962,935	848,259	14%
Pro Shop	19,842	22,105	-10%	Pro Shop	307,534	295,457	4%
Marketing	700	1,762	-60%	Marketing	34,390	41,656	-17%
House	1,915	1,916	0%	House	25,025	25,196	-1%
Membership	0	0	n.m.	Membership	2,593	3,555	-27%
Restaurant	4,334	1,528	184%	Restaurant	43,004	18,820	129%
COGS	7,643	11,138	n.m.	COGS	92,453	100,249	-8%
Net Income	(38,080)	(78,133)	-51%	Net Income	143,071	116,055	23%

Highlights

Income/Expense vs Last Year

In DEC 25 we realized a loss of \$38080 vs. a loss of \$78133 in Dec 24.

Golf Play (Outside & Membership Play) in Dec 25 was 2.5% less vs Dec 24; 25 YTD exceeded last year by 4.8%.

NOTE - a positive change in Income is Favorable whereas a positive change in Expenses is Unfavorable

n.m. = not meaningful

DEC 25 - Current Month Actual vs Budget

Actual vs Budget - YTD 2025

<u>DEC 25 - Current Month Actual vs Budget</u>				<u>Actual vs Budget - YTD 2025</u>			
<u>Income</u>	<u>Actual</u>	<u>Budget</u>	<u>Change</u>	<u>Income</u>	<u>2025 Actual</u>	<u>2025 Budget</u>	<u>Change</u>
Outside Play	32,163	67,750	-53%	Outside Play	948,801	935,000	1%
Member Play	25,431	25,849	-2%	Member Play	563,773	555,450	1%
Pro Shop	404	3,000	-87%	Pro Shop	50,678	38,000	33%
Merchandise Sales	11,578	10,705	n.m.	Merchandise Sales	141,771	123,500	n.m.
Restaurant	5,923	2,671	122%	Restaurant	61,968	32,050	-100%
<u>Expenses</u>				<u>Expenses</u>			
Admin	13,622	23,949	-43%	Admin	198,091	203,201	-3%
Grounds & Greens	65,331	67,058	-3%	Grounds & Greens	962,935	896,018	7%
Pro Shop	19,842	39,141	-49%	Pro Shop	307,534	359,061	-14%
Marketing	700	11,850	-94%	Marketing	34,390	51,500	-33%
House	1,915	3,500	-45%	House	25,025	27,000	-7%
Membership	0	0	n.m.	Membership	2,593	3,000	-14%
Restaurant	4,334	1,708	154%	Restaurant	43,004	11,550	272%
COGS	7,643	7,500	2%	COGS	92,453	71,000	30%
Net Income	(38,080)	(43,272)	-12%	Net Income	143,071	60,432	137%

NOTE - a positive change in Income is Favorable whereas a positive change in Expenses is Unfavorable

n.m. = not meaningful

Highlights

Income/Expense vs Plan

In Dec 25 we realized a loss of \$38080 vs a planned loss of \$43272.

Our YTD Net Income of \$143071 is exceeding our YTD plan by 137%.

Total Expenses for the year are .6% less than budget (favorable).

YTD Actual Results vs Full Year Plan

	<u>YTD</u>	<u>Full Year</u>		<u>Full Year</u>
<u>Income</u>	<u>Actual</u>	<u>Plan</u>	<u>% of Plan</u>	<u>Budget</u>
				<u>Funds</u>
				<u>Remaining</u>
Outside Play	948,801	935,000	101%	-13,801
Member Play/Dues	563,773	555,450	101%	-8,323
Pro Shop	192,449	161,500	119%	-30,949
Restaurant	61,968	32,050	193%	-29,918
<u>Expenses</u>				
Admin	198,091	203,201	97%	5,110
Grounds & Greens	962,935	896,018	107%	-66,917
Pro Shop	307,534	359,061	86%	51,527
Marketing	34,390	51,550	67%	17,160
House	25,025	27,000	93%	1,975
Membership	2,593	3,000	n.m.	407
Restaurant	43,004	11,550	372%	-31,454
Lease PS&REST	41,688	41,688	100%	0

**LFCCI BOARD OF DIRECTORS MEETING
GOLF COURSE SUPERINTENDENTS REPORT
Tuesday January 13, 2026**

- **CURRENT GC MAINTENANCE STAFF (Full Time-6, Part Time-3, Salary-3)**

- **Thank you to the Board and Membership for your generous donations to the Employee Christmas fund and for our Staff Christmas Party.**

- **Our Cart path improvement project began with Jack Dawkins filling all the potholes and bad areas with 15 tons of commercial base material. We then hired Bill Nelson (BNI) to excavate damaged asphalt and install 4-inches of coquina screenings. We chose #9, 11, and #17 to start based upon the Cart Path Committee's recommendations from their report written in 2022. Bill has completed these locations, and I have received several positive comments from Membership. We will begin working on the #6 Cart path by the Tees in-house by installing drainage.**

- **Paramount Pump Services removed our 25 Horsepower jockey pump, and we are waiting for them to install our new 25 Horsepower pump in the coming weeks. If you remember, we also replaced one of our 60 horsepower pumps last year.**

- **At the Boards request we posted a “Short Game Practice Area” sign at the new practice area and a “No Chipping” sign at the new green. Also, we put up 2 signs at the front third of the Practice Tee stating “Irons only, No Drivers from this point forward”**

- **We hired a concrete contractor to reinforce the back corner wall of our Maintenance Building. The wall was eroding and collapsing.**

**Respectfully Submitted,
Tim Cunningham - GCS**

Marketing Report for December 2025

NCBrunswick.com

Cost \$200/month – Web stats indicate there were 33 referrals from NCBrunswick.com, a cost of \$6.06 per click. Last month our Featured Listing was viewed 426 times and the Spotlight 2,627 times.

Placement	IMPRESSIONS			CLICKS		
	Last Month	LTM ☺	Total	Last Month	LTM ☺	Total
Featured Listing	426	12,612	19,030	4 (0.94%)	73 (0.58%)	111 (0.58%)
Spotlight	2,627	56,422	79,624	23 (0.88%)	542 (0.96%)	715 (0.90%)

Beverage Cart

Beverage Cart sales were down for the month of December – mostly due to cold or rainy weather. Nick will have the numbers.

Proposal for Newcomer Magazine

I met with Mickey Fasano of BeLocal Magazine for North Brunswick County. The magazine is mailed to 3,500 – 4,500 people who have moved into North Brunswick County in the past 30 – 60 days. In addition to the print magazine, they promote the businesses who advertise on social media and display ads using geofencing for the area. They have plans to introduce a version for South Brunswick County later in 2026. Since we are targeting to the North, the current magazine will work best for us now.

We cannot get an exclusive to be the only golf course in the magazine, however new people will probably try many courses in the area anyway. Our pricing is very competitive for locals and memberships are reasonable at LFCCI.

The cost is \$225 for 1/4 page and \$365 for 1/3 page and both include the digital marketing component. There is a one-time fee of \$199 to digitize the components.