

Lake Forest Country Club

- 2007 -



Meeting Overview

- Close Balloting for Board of Directors Election
- Receive Election Results
- Financial Report
- Membership Committee Report
- House Committee Report
- Golf Committee Report
- Tennis Committee
- Questions

Financial Report

Balance Sheets

The Balance Sheets presented at the Annual Meeting have been removed from this version of the presentation. Audited versions should be available in the first quarter of 2008

Club Revenue Comparison

The Revenue information presented at the Annual Meeting has been removed from this version of the presentation. Audited versions should be available in the first quarter of 2008.

Club Expense Comparison

The Expense information presented at the Annual Meeting has been removed from this version of the presentation. Audited versions should be available in the first quarter of 2008.

Changes Required to Support 2008 Budget

Revenues:

- 3% increase in Dues for 2008
- (Prepay Annual Dues at 2007 Rate)
- No Increase in Cart Fees, Range Fees, Locker Rental and Club Storage

Cost Factors:

- General increase in costs
- 3% general employee pay increase
- Capital Assets, replacements & improvements

Membership Committee Report

Membership Committee Members

- Jim Grant – Chairman
- John Allison
- Dan Haynes
- Charles Price
- Cliff Stepp

Current Membership Levels

Membership Type	1/1/2007	New	Resign	Net	10/31/2007
Golf	164	5	3	2	166
Invitational Golf	40	0	0	0	40
Jr. Legacy	7	0	1	-1	6
Corporate	46	0	0	0	46
Corp. Associate	65	8	7	1	66
Non-Resident	4	0	0	0	4
Sports	69	9	5	4	73
Invitational Sports	7	3	1	2	9
Swim & Tennis	21	5	1	4	25
Clubhouse	<u>72</u>	<u>2</u>	<u>16</u>	<u>-14</u>	<u>58</u>
Totals	495	32	34	-2	493
Excluding Clubhouse	423	30	18	12	435

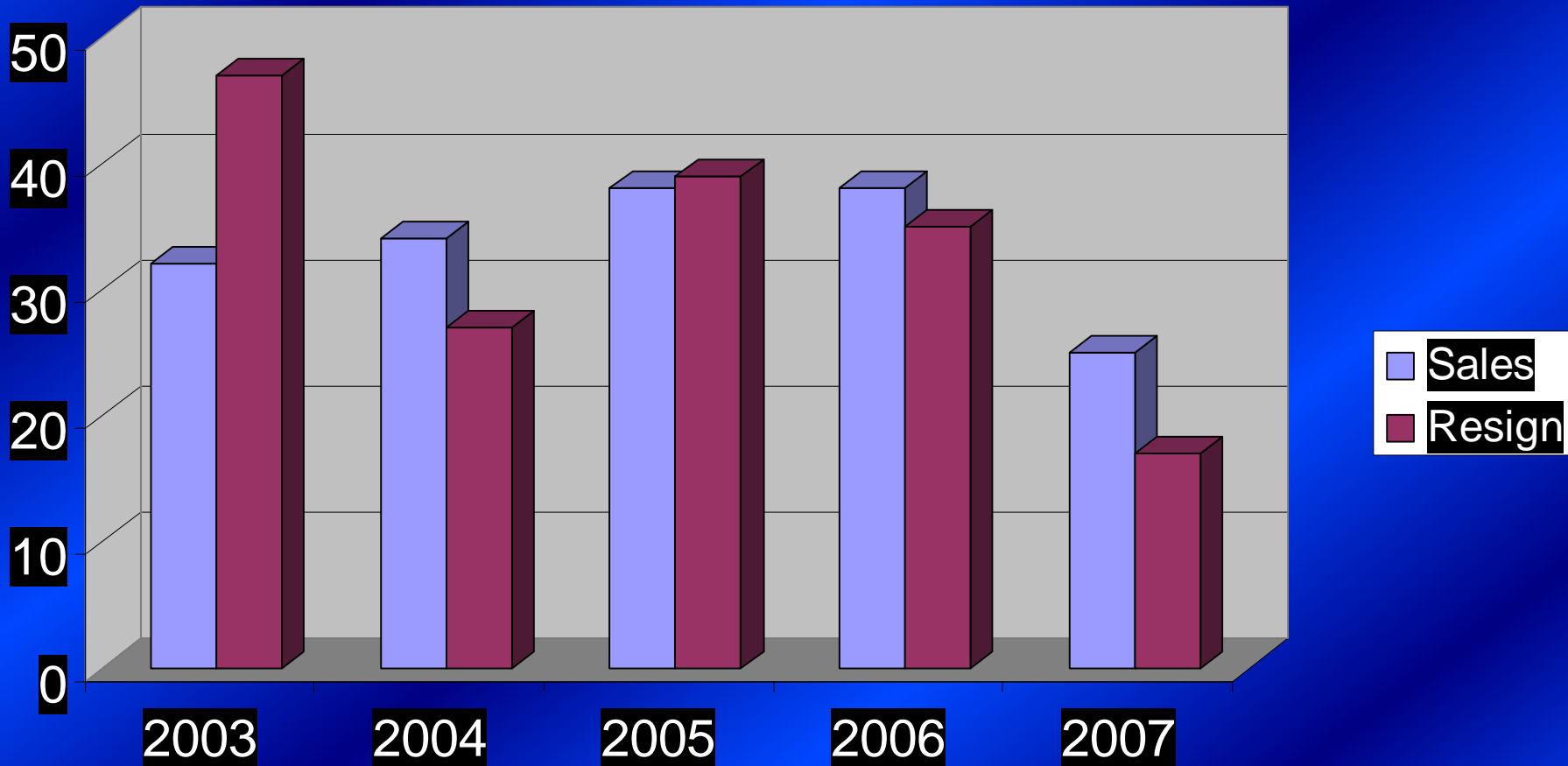
Membership Sales History

<u>LFCC Membership Sales / Resign History</u>								
		<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>Total</u>	<u>Avg.</u>
Sales		32	34	38	38	25	167	33.4
Resign		47	27	39	35	17	165	33.0
Net		-15	7	-1	3	8	2	0.4

Excludes Swim & Tennis and Clubhouse categories due to lack of data

LFCC Historical Membership Sales

Membership Sales / Resign History



Facility Survey Results

Question 2: The Board of Directors has indentified the following clubhouse capital improvements. Please respond to each as noted:

<u>Improvement Area</u>	<u>Very Important</u>	<u>Somewhat Important</u>	<u>Not Important</u>	<u>Very + Somewhat Important</u>
Adult Grill	39%	37%	24%	76%
Expanded Casual Dining	47%	36%	17%	83%
Swimming Pool	21%	30%	49%	51%
Exercise Facility	33%	32%	35%	65%
Tennis	9%	27%	64%	36%

Facility Survey Results

Question 3: Please rank the following facilities capital improvements from 1-5 with 1 being most important and 5 being least important:

	<u>1</u>	<u>2</u>	<u>3</u>	<u>4</u>	<u>5</u>	<u>1+2+3</u>
Priority:						
Adult Grill	30%	25%	20%	11%	14%	75%
Expanded Casual Dining	35%	34%	16%	9%	6%	85%
Swimming Pool	15%	13%	23%	36%	13%	51%
Exercise Facility	16%	23%	28%	18%	15%	67%
Tennis	5%	7%	12%	27%	49%	24%

House Committee Report

House Committee Members

- Steve Block, Chairman
 - Charlie Price
 - Dave Wibbels
 - Richard Barrett
 - Bob Hile
 - Larry Sparrow
 - Richard Buckler
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- Pete McKenna – Swimming Pool

House Committee (Clubhouse Highlights)

Upgrades to the Club common areas:

- New air-conditioning was installed in Palmer Bar
- New 52" television was installed in the 19th Hole
- New ceiling tiles will be installed this month in the 19th hole
- New Dance Floor was purchased to replace old one that was worn out
- Better management of Swimming Pool area

House Committee

(Food & Beverage Highlights)

- Chef Danilo Criolo has been doing an excellent job and is continuing to train his staff to have consistent food quality
- Kevin Horton, Service Director, continues to raise the service standards and staff quality
- Bernie Rison has done a great job supervising the 19th hole
- Wine Lockers have almost all sold out for next year, we only have 5 left
- F & B Team - morale is high and quality has increased

House Committee

(Food & Beverage Highlights)

- New Chaffing Dishes were purchased to improve quality of food for buffets
- New menus put on website with pictures of food and wine by the glass suggestions
- New Wine list put on website with descriptions of the wines
- New Upcoming events page added to website for all food and beverage events
- Signage to advertise food and beverage events have been added to the bars and restrooms to help drive higher participation

House Committee

(Clubhouse IT Highlights)

- Installed new Photo ID card system to the aid in member identification at the swimming pool
- Added numerous updates to the club website
- Installed newest versions of club business software for Accounting, Catering, and Golf Pro Shop
- Converted club database to advanced SQL database
- Upgraded POS (point of sale) PC motherboards, installed new cooling fans in F&B POS PC units
- Updating Club Antivirus software
- Installed new Pro Shop Handicap PC

Golf Committee Report

2007 Golf Committee

- Bill Meade – Chairman
- Dan Haynes
- Charlie Price
- John Allison – Tournament & Handicap Chair
- John Miller
- Cindy Hile – President of Women's 18 League
- Dotty Caskey – President of Women's 9 League
- Sherrie Morgan – Member Women's 9 & 18 League
- Bill Hanna – "Commish" of Men's Golf Assoc.
- Matt Taylor – Director of Golf
- Pete Willard – Maintenance Superintendent

2007 Golf

Tournament & Handicap Committee

- John Allison – Chairperson
- Paula Bilas
- Mary Collins
- John Freeman
- Sherrie Morgan
- Cheryl Rumpke
- Ron Story
- Russ Trombly
- Matt Taylor

Golf Department Update

- Goals for 2007
 - Continue Improvement of Greens
 - Reduce Ground under Repair
 - Improve Playability
 - Exercise Expense Control

Golf Department Update

- Monthly Course Evaluation
 - Greens
 - Fairways and Tees
 - Bunkers and Lakes
 - Practice Areas
 - Wetness, Drainage, and Ground under Repair

Golf Department Update

- 2007 Capital Purchases
 - 300 Gallon Fairway Sprayer
 - Fairway Fertilizer Spreader
 - Greens Fringe Mower
 - 2 General Purpose “Carry All” Carts

Golf Department Update

- Projects for 2007
 - Greenside Bunkers on Hole # 17
 - Gold Tee Box on Hole # 15
 - Drainage on Fairway on Hole # 14
 - Fairway Sod Replacement on Hole # 12

Golf Department Update

- Capital Purchases for 2008
 - 50 HP Pump
 - 2 Salsco Greens Rollers
 - Automotive Lift for Maintenance Barn
 - 2 General Purpose "Carry All" Carts
 - EZGO Range Ball Picker

Golf Department Update

- Goals for 2008
 - Improve or Replace Greens Collars
 - Continued Improvement of Greens
 - Reduce Ground Under Repair
 - Improve Playability
 - Exercise Expense Control

Golf Department Update

- Course Projects for 2008
 - 120 Foot Concrete Curb for Hole # 3
 - Improve Appearance of Pump House Area by Grading, Seeding, & Straw Matting
 - 90 Foot French Drain on Hole # 18
 - 150 Foot French Drain on Hole # 2
 - 160 Foot French Drain on Hole # 7

Golf Department Update

- Miscellaneous
 - Outing Dates
 - Hole Captains
 - Divot Party
 - Guest Fee Discount Program
 - MGA Bench, Planters & Memorial Plaques
 - Wade Wearren
 - Continued information on Club Web Site
 - Ryder Cup Update

Tennis Committee Report

Tennis Committee Members

- Tom Dues – Chairman
- Clay Shulhafer
- Cliff Stepp
- Dottie Caskey
- Linda Dues
- Steve Block
- Blanche Wibbels
- Brad Goranson
- Janey McKenna

Tennis Department

- Clay Shulhafer
- Successful second year
- Overall excellent job



Tennis Department

2007 Results

- Increased court usage
 - Revenue up 16 %
 - Lessons, clinics, guests fees up
 - Participation in tennis championship events needs improvement
 - Junior participation missed target goals
- Efficient court opening and closing
 - On time / No problems

Tennis Department

2007 Results

Improvements in Facility Appearance:

- Clay courts in best shape ever
- New club logo awnings installed
- New landscaping installed
- Overall grounds kept clean

Tennis Department

Goals for 2008

- Increase participation: Lessons, clinics, and tournaments
 - Increase events and promotions
- Facility Operations: Continue to maintain grounds and equipment
- Financial Area Improvements:
 - Timely submission of member and guest fees paperwork
 - Maintain costs of assistants and facility to stay within budget

Questions?

