

Lake Forest Country Club

- 2008 -



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

Balance Sheets have been removed from this presentation due to fact that the numbers provided as part of the club's annual meeting were preliminary numbers. Final end of the year audited numbers will be available in the first quarter of 2009.

Club Revenue Comparison

Club revenue comparisons have been removed from this presentation due to fact that the numbers provided as part of the club's annual meeting were preliminary numbers. Final end of the year audited numbers will be available in the first quarter of 2009.

Club Cost & Expense Comparison

Club cost and expense comparisons have been removed from this presentation due to fact that the numbers provided as part of the club's annual meeting were preliminary numbers. Final end of the year audited numbers will be available in the first quarter of 2009.

Changes Required to Support 2009 Budget

Revenues:

- Dues Increase \$3.00 to \$15.00 / Month by Class
- (Prepay Annual Dues at 2008 Rate)
- Carts Fees Increased by \$1.00 per Round
- Guest Pass Package Continued, 10 for \$400
- Wine Locker Fee Increased to \$125 Annually

Cost Factors:

- General Employee Pay Increase
- Capital Assets, Replacements & Improvements
- General Increase in Costs

Membership Committee Report

Membership Committee Members

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

Current Membership Levels

Lake Forest Country Club Membership Report: 2008

Membership Type	1/1/2008	New	Resign	Net	10/31/2008
Golf	161	0	3	-3	158
Invitational Golf	40	0	1	-1	39
Jr. Legacy	6	0	0	0	6
Corporate	46	1	4	-3	43
Corp. Associate	67	0	11	-11	56
Non-Resident	4	0	0	0	4
Sports	73	8	4	4	77
Invitational Sports	9	0	0	0	9
Swim & Tennis	25	5	3	2	27
Clubhouse	56	2	8	-6	50
Honorary	2	2	0	2	4
Totals	489	18	34	-16	473

Membership Sales History

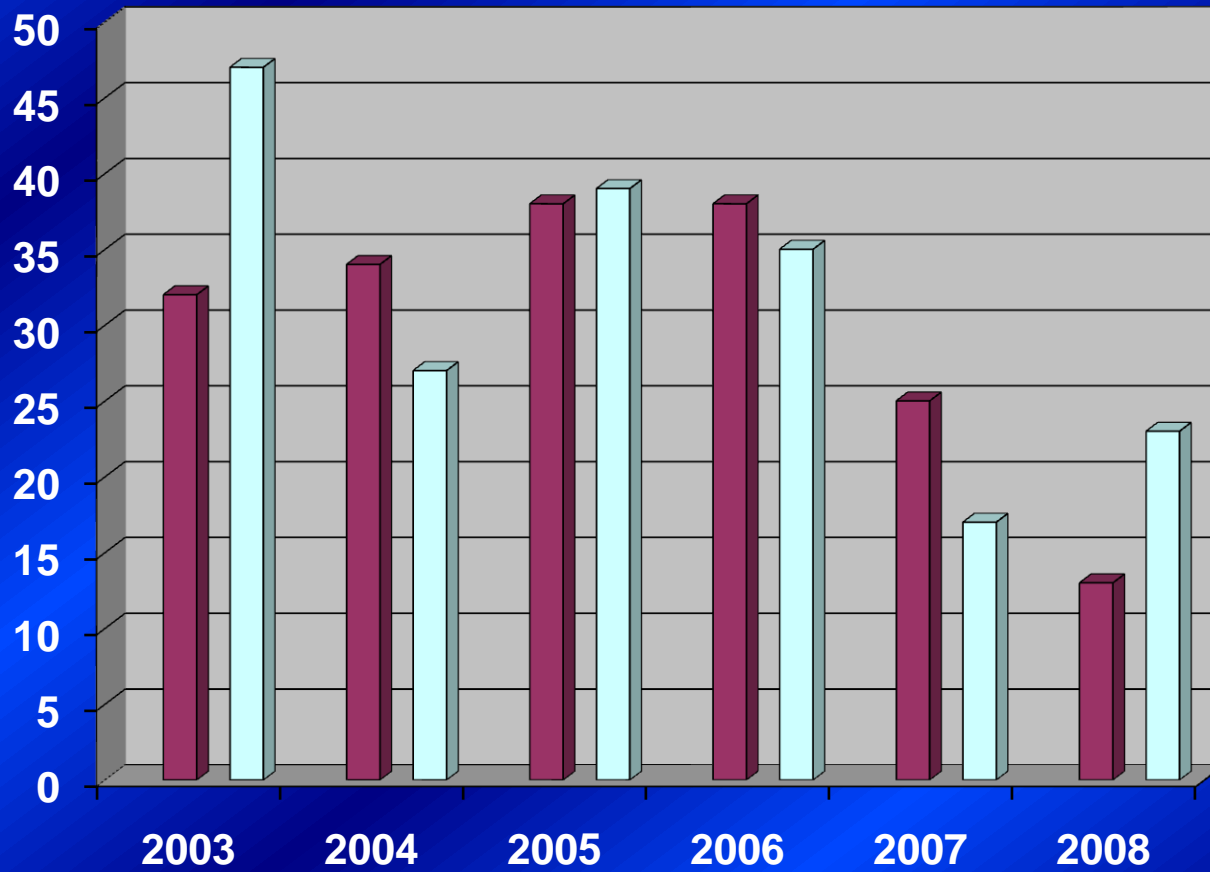
LFCC Membership Sales / Resign History

	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>Total</u>	<u>Avg.</u>
Sales	32	34	38	38	25	13	180	30.0
Resign	47	27	39	35	17	23	188	31.3
Net	-15	7	-1	3	8	-10	-8	1.3

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

LFCC Historical Membership Sales

Sales Resigns History



Sales

Resigns

2008 Marketing Efforts

- Hired full-time Marketing Director, Kim Stocksdale
- Marketing Budget of \$10,000
- Hosted open houses throughout the summer, (May 17, June 14, July 12 and August 9th)
- Hosted a cocktail party on June 7th for our members to bring friends that might be interested in joining the club.
- Sent postcards on a monthly basis to all guests that have played at the club.

2008 Marketing Efforts

- Follow local newspapers for home purchases in Lake Forest and surrounding neighborhoods and sent welcome letter and a membership packet.
- Purchased lists of self reported golfers that live in a certain mile radius from the club and sent flyers explaining our different memberships.
- Delivered a flyer to key employees of corporations surrounding the club and invited them to our open houses during the summer.

2008 Marketing Efforts

- Attend open houses with Realtors in Lake Forest and surrounding neighborhoods.
- Attend Chamber of Commerce functions, (meetings, meet and greets, & etc.).
- Flyer sent to all members in their monthly statements reminding them about our incentives for bringing in new members .

House Committee Report

House Committee Members

- Charlie Price – Chairman
- Dave Wibbels
- Kim West
- Gyan Jha
- Dean Peters
- Larry Sparrow
- Matt Rumpke

- Pete McKenna – Swimming Pool

House Committee (Clubhouse Upgrades)

- New Awning , Big Screen Television, Heaters, Ceiling Fans, Furniture and Music on Terrace.
- Two New 37 inch Televisions installed in the Palmer Room.
- New 32 inch Television installed in the Pro Shop.
- New Ceiling Tiles will be installed in the Palmer Room.
- New Diving Boards, Pool Cover were purchased for the 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.
- Bernie Rison, Service Director, is implementing new concepts to raise the service standards and staff quality.
- Wine Lockers have all sold out for next year.
- F& B Team - morale is high and quality has increased.

House Committee

(Food & Beverage Highlights)

- New Chaffing Dishes, Menu Covers, and Hot Box Food Warmer, Outdoor Grill, and Beer Cooler were Purchased.
- New Menu Covers for the Palmer Room which holds 19th Hole Menus as well.
- New Menus now Include Family Friendly Dishes that are Reasonably Priced.

House Committee

(Clubhouse IT Highlights)

- Installed two new PCs in Administration area.
- Installed newest versions of Club Business Software for Accounting, Catering, and Golf Pro Shop
- Installed new hard drives on main Club PC Server
- Added numerous updates to the Club Website
- Updated Club's Antivirus software
- Installed new Pro Shop Handicap PC
- Created Tournament Handicap Software Program for Tournament Committee

Golf Committee Report

2008 Golf Committee

- Bill Meade – Chairman
- Dan Haynes
- Charlie Price
- John Allison – Tournament & Handicap Chair
- John Miller
- Dave Wibbels
- Judy Storck – 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

2008 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 2008
 - Improve or Replace Greens Collars
 - 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

- 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

- Course Projects for 2008
 - New Gold Tee Box on Hole #3
 - New stairs on Hole #3
 - Driving Range Landing Area
 - Drainage project on Hole #7
 - Clean out Drain and Sod area between Holes #10 & #17
 - Drainage Left of Hole #17 Cart Path
 - Misc. Cart Path Repairs

Golf Department Update

- Goals for 2009
 - Improve or Replace Greens Collars
 - Continued Improvement of Greens
 - Reduce Ground Under Repair
 - Improve Playability
 - Exercise Expense Control

Golf Department Update

- 2009 Capital Purchases
 - Rotary Mower
 - Aerifier

Golf Department Update

- Projects for 2009
 - None Scheduled

Golf Department Update

- Miscellaneous
 - Outing Dates
 - New Golf Carts
 - Divot Party
 - Guest Fee Discount Program
 - MGA blinds in 19th Hole
 - Wade Wearren
 - Continued information on Club Web Site
 - USDA

Golf Department Update

- Hole Captains

- Hole #1 Charlie & Lee Price
- Hole #2 Tony Gast & Mike Parker
- Hole #3 Bill & Karen Meade
- Hole #4 Gary Hanke
- Hole #5 Glen Korfhage
- Hole #6 Dan Middleton
- Hole #7 Gary & Lena Dusa
- Hole #8 Rich & Michelle Heareth
- Hole #9 Larry Sparrow

Golf Department Update

- Hole Captains

- Hole #10 Dale/Allison Allison & Dan Haynes
- Hole #11 Bill/Anne Bennett & Don Ansert
- Hole #12 Ron Coombs & Doug Youngblood
- Hole #13 Monty & Gayle Boyd
- Hole #14 Chris & Laura Pruniski
- Hole #15 Ed Norris
- Hole #16 Steve Hancock
- Hole #17 Bill Kock & Rick Robey
- Hole #18 Paula Bilas & Blanche Wibbels

Golf Department Update



Golf Department Update



Golf Department Update



Golf Department Update



Golf Department Update



Golf Department Update



Golf Department 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 Third year
- Overall excellent job



Tennis Department

2008 Results

- Increased court usage
 - Overall Revenue Slightly Down
 - Clinics, guests fees up
 - Participation in tennis events mixed
 - Junior events, pizza parties, skills clinics well attended
- Efficient court opening and closing
 - On time / No problems

Tennis Department

2008 Results

Improvements in Facility :

- Clay courts in best shape ever
- New nets, windscreens, sprinkler heads installed.
- Tennis shop still standing
- Overall grounds kept clean

Tennis Department

Goals for 2009

- Increase participation: Lessons, clinics, and tournaments.
 - Create junior clinics after school in spring and fall.
- Facility Operations: Continue to maintain grounds and equipment
- Financial Area Improvements:
Maintain costs of facility to stay within budget

Questions?

