

The Fifth Annual Iron Man Open was host to 108 players, with warm weather allowing the after golf party to be on the patio.

Although the course was scheduled to close December 7, the weather allowed for an extra week, raising an additional \$15,000. The range will be open on artificial turf mats, and the Golf Shop open from 10:00 am to 4:00 pm Tuesday through Sunday. All facilities will be closed Mondays in December, January and February.

GROUNDS

The staff is winterizing the course, and has services all 87 carts. The matter of replacing the carts will be discussed at a future meeting. They will be 4 years old in 2016 and the generally last 4-5 years.

The staff installed all the Holiday lights and decorations, inside and outside. The Grounds staff will be on call to clear snow from the parking lot and clubhouse area throughout the winter as they spend much of time on annual equipment maintenance.

RESERVE 22

The mild temperatures helped November results. Yearly revenues have exceeded the goal of \$2 million for all of 2015. Operating profits have increased 21% over last year.

The Thanksgiving buffet dinner attracted 157 guests and generated \$5,300 in revenue, exceeding expectations. There were 17 orders for take-out Thanksgiving meals.

The Holiday Open House on December 6 was a nice public relations event with free appetizers and beer and wine. The cost was approximately \$5,500, offset by purchases of food and pro shop sales. The Breakfast with Santa event has oversold, and so will spread out into the restaurant.

GM Vesevick noted special events coming up over the winter, including a family New Year's Eve with a family countdown at 7:00 PM, a whiskey tasting in January and Super Bowl Sunday in February.

GM Vesevick reported that he appeared before the Board of Trustees to present the new user fees. These passed with no issues as presented by staff. The possible purchase of a generator was discussed by the Board, but the conclusion was to hold off until a later time to see if one is actually needed in the face of other financial needs in the Village. He also went before the Board in Executive Session to discuss employees' time and the IMRF. The result was that 21 employees can now work enough hours to participate in the IMRF, or about 30% of the staff.

This will enable key employees to become vested in the pension plan. Records will be kept to determine if this change helps with the turnover problem. The cost will be approximately \$35,000 in additional dollars to be contributed in Links pension contributions. These employees will still be restricted to less than 30 hours per week.

Financial Report

Commissioner Jourdan has reviewed the financial report and said that the facility is in an excellent position to make the bond payment at the end of the year. There should be an approximate \$250,000 net profit for 2015. He did not see any anomalies. GM Vesevick noted that although progress has been made, staff is still working on reducing the cost of goods sold.

CADDY PROGRAM

Commissioner Dell reviewed the 2015 caddy program results. The staff feels it was a successful first year with 373 loops caddied. There was extensive training and record keeping. Commissioner Dell noted that the number one complaint by the caddies was getting their parents up and them to the course at 5:30 AM. There was extensive discussion by the Commissioners concerning motivating the kids in the program, and how or if to reward those arriving early in the morning. The goal is to have a caddy available for the golfer's impulse buy of a caddy without having kids hanging around the facility all morning. By the end of the discussion, there was a consensus among Commissioners and staff that golfers must reserve a caddy ahead of time if their round begins before 6:00 AM. Those caddies arriving by 6:00 AM are in a pool to be chosen, and if they arrive after 7:00 AM, they are not part of the preferential pool. Staff will continue to consider the matter and return to the Commission with recommendations for changes to the program for 2016. Staff is committed to the caddy program.

TOURNAMENT PROGRAM

GM Vesevick included in Commissioners' packet a list of all tournaments hosted by the Links. The club events could be changed, enhanced or replaced. However, the extensive outing schedule makes it challenging to insert a new tournament.

Commissioners suggested surveying the permanent tee time golfers for their opinions on tournaments. Commissioners discussed having a tournament on days with permanent tee times. GM Vesevick said that any tournament program has to encourage additional rounds of golf and enhance revenue. If golfers are excited about playing more golf after participating in a tournament, the event has been a success. There are programs that enable participants to see where they ended up in relation to the other golfers at the end of the day.

OTHER BUSINESS

GM Vesevick will poll all Commissioners on whether the 3rd Friday of the month in the morning, or 3rd Thursday in the evening works best for everyone for a new meeting day. He will circulate his findings.

ADJOURNMENT

Commissioner Carroll moved and Commissioner Jourdan seconded a motion to adjourn the meeting. Without objection, the meeting was adjourned at 8:17 PM.

Submitted by Karen Blake, Recording Secretary
Reviewed by General Manager Jeff Vesevick