

Wilmington Advisory Board Meeting

October 12, 2022

Attendees: Richard King, Louise McColl, Steve Bridges, Amy Beatty, Joe Anthony, Tony Upchurch, David Donovan, Jeff Darby, Gina Diccico, Matt Smith, Craig Davis, Freddy Dunn

Call the meeting to order: 5:01pm

Motion to approve Secretary minutes: Richard and Craig

Renovations Committee: nothing to report. Louise brought up the ongoing issues with the point of sale registers. This has been an ongoing issue for several months which is impacting the check in process for all golfers. The board has brought up this issue for several months with no plans for a solution. The board is recommending a resolution by the City.

Budget Committee: nothing to report

Marking Committee: Tony recommended we eliminate this committee however the board requested we keep the committee and put it on hold until future projects open.

Friends of Muni – sold 9 of the 18 holes for glow golf. Tourney is November 11th. Approved 10k to purchase sand trap sand. Still planning to put a trophy case in the clubhouse. FOM purchased a sound system, stand and TVs. There will be a shrimp boil and pizza on October 26th. FOM got some mulch donated by Jason Thompson. Amy asked Louise to send a list of projects and money that has been donated to the Golf Course. Louise recommended we provide a financial resource whenever recommendations or additions were being made by board members that are outside of the golf course's approved budget. FOM has finalized their funds to projects that are organized by that organization.

City of Wilmington – due to the increase in play, the number of rounds has increased 45% and the budget has increased 50% with no additional staff to help with the inside operations of the club house. Amy wants to focus on the inside staffing to better control inventory, cash handling and financial controls. Amy has hired a 3rd party CPA firm – Cherry Peckerd to complete a risk assessment on the operations inside of the clubhouse. The plan is to complete the assessment in October. Amy will be conducting an internal staffing analysis for golf course operations. One of the recommendations is to hire a financial analyst to handle purchasing, receiving of goods, ensuring statues and policies are being followed and inventory software is kept up to date. There are concerns that delivery drivers are dropping off goods with no check in/out process to oversee the consistency of items delivered.

Pro's Report: food and beverage continue to set monthly records. Total revenue YTD is \$623,000. We are \$100,000 ahead of FY21 revenue. There have been approx. 17,500 rounds played YTD vs. 15,000 rounds played in FY21. Total retail revenue is 10k over FY21. Freddy wanted to know if tournament play on the weekends was competing with our normal play/revenue. Per, David tournaments generate more revenue over normal play. No discounts are given to tournaments. David said he tries to keep the same tournaments year over year. He is not planning to add any additional tournaments. After tournament play David will double tee to get players off.

Superintendents' Report: focused on repairing irrigation leaks. Greens have been sprayed to give them color. Hurricane cleanup finished. First pre-emergent was put down. The second application will go

down in November. The new treatment seems to have resolved the goose grass. Storage trailer arrived for the greens covers. Pine Straw will go out around number 1 and 9. MGA is interested in helping with some projects around the course. The sand for the bunkers arrived. We will focus on putting that sand out.

Unfinished Business: Steve wanted to see a net profits statement

New Business: Tony recommended we use community service to help with the day to day regular tasks including blowing, filling divots and raking traps on the golf course. Amy and Matt felt it was not successful or manageable based on other City related community service initiatives.

Genia recommended we go over the project priority list during the November meeting.

Motion to adjourn