

**BOARD OF DIRECTORS**  
**May 28th, 2025**

Mr. Thompson called the meeting to order at 7:00 p.m.

Present: Thompson, Simpson, Carder, Sapp, Gorham, Secker, Frazier, Brown, and Menke

Absent:

Others Present: Whitehead, McCrae, and Ogden

**REVIEW OF MINUTES**

The prior month's Board Minutes were reviewed. The motion was made and seconded to approve the minutes from the previous meeting. The motion was passed.

Mr. Thompson and Jared reviewed the prior month's financials.

The club is seeing strong performance when one-time expenses (tax settlement, pro shop inventory, cap-ex) are excluded but these expenses have placed significant strain on the club's cash position. The board sees this as a potentially significant risk and has requested the Finance Committee to deliver a proposal to address the issue at the June meeting.

**Budgeting Challenges:**

- **Revenue Recording:** There are issues with LightSpeed importing revenue correctly into QuickBooks, particularly for the pro shop and food/beverage. A meeting is scheduled to resolve this.
- **Cash vs. Accrual:** The current accrual budgeting method for golf course expenses creates cash flow problems because large bills (like fertilizer) are spread out monthly on the budget but paid upfront, leading to inconsistent cash flows.
- **Reporting:** The new QuickBooks system is not generating reports in the familiar "this year to month, this month last year" format, which makes comparisons difficult. Daryl Deel has offered to help the office improve the reporting in the coming weeks. The office is also engaging 3<sup>rd</sup> party support to resolve the issue as quickly as possible.

**Pro Shop Sales** – \$25,000 merchandise sold in April and tracking \$20,000 in May with bad weather. We are currently seeing approximately 20-30% margin on pro shop sales.

**Food & Beverage Sales** – April was close to budget but May is tracking below budget.

**Bank Account Verification:** 130 members still need to verify their bank accounts for ACH payments, which is creating a significant manual workload for Amanda. The board was asked to encourage members to complete this.

**GOLF & GREENS**

Mr. Carder went over the Golf and Greens meeting:

**Course Closure for Show-Me Classic:** The Golf and Greens (G&G) committee requested closing the course on the Thursday before the Show-Me Classic to allow staff time for preparation. The board agreed that this was necessary to allow staff and volunteers adequate time to prepare the course.

**Friday Morning of Show-Me Classic:** The course will remain open to members for tee times on Friday morning, as it has in the past, despite practice rounds and the horse race.

**Invitational Tournament Date:** The G&G committee proposed moving the Invitational from July to a week after Harvest Moon (September) due to its proximity to the Show-Me Classic. The board

confirmed that the date was already approved in the 2025 schedule and recommended that the committee propose a new date for 2026 if needed.

**Tee Sign Beds:** The project to switch tee sign beds to rock, costing around **\$3,000**, is being held for now. They will continue with mulch.

## MEMBERSHIP

Mr. Thompson went over the Membership committee information:

**New Members:** Six new members were approved, including three full families, bringing the total number of dues-paying members to **290**.

**Dues Collection:** Despite starting the year five members "in the hole" and a **10% dues increase**, the club is doing well and is on track for the dues budget, which is "really, really good."

**Seasonal Membership Incentive:** The Special ended May 31st and will immediately continued for one more month.

**KCU Student Discount:** A proposal was made to attract KCU medical and dental students by offering a discount equal to the capital assessment (approx. **\$40/month off**, bringing the total to around **\$125/month plus a \$25 food minimum** for a junior single/family membership). Members will only receive the discount during their time at KCU which is expected to be approximately 2 years. The board agreed that this would be a good opportunity and recommended that a specific KCU application be created to drive membership growth.

**Guest Play Limit:** There are concerns about several guests exceeding this limit. The board discussed either strictly enforcing the limit and encouraging membership or potentially charging more after six rounds. The rule is six times per year for guests. They plan to track the cost of these free rounds for sponsors for next year's budget discussions.

## CLUB OPERATIONS

Mrs. Frazier went over Club Ops Committee:

**Supervisor Role for Events:** A supervisor will be present at all events to ensure smooth operations in the future.

**Artwork in Hallways:** Mrs. Menke is coordinating with artists to rotate artwork in the club's hallways and is seeking more member artists to participate.

**Room Rental Rates:** Clarification was requested on the policy on room rental rates for members (e.g., North Room), including whether it's free, half-price, or involves a cleaning fee, as there is inconsistent application. The board agreed that the standard policy should be applied unless otherwise approved.

**Outside Food and Beverage Policy:** The board reaffirmed that the "no outside food or drink" policy should be enforced consistently. The F&B manager will implement this, backed by the board.

## **SOCIAL**

Mrs. Gorham reviewed the Social Committee Information

**Wine Tasting:** Was successful with 30 attendees and 8 new wine club members. It may evolve into a more regular "club event" rather than just a "social event."

**Tequila Tasting:** Scheduled for August 15th with a DJ and Mexican food.

**Halloween Party:** October 25th with dueling pianos and encouraged costumes.

**Holiday Shopping:** November 13th, will charge vendors a **\$50 fee** and require a **\$50 raffle item**.

**Holiday Party:** December 4th.

**Concert Series:** Websters on June 15th (pre-RSVP encouraged with higher prices for walk-ins), and Ken City Blues on July 17th. These events aim to generate more revenue.

## **TENNIS**

None

## **GRIEVANCE**

None

## **NEW BUSINESS**

None

## **OLD BUSINESS**

None

The meeting adjourned at 8:30 p.m.

Respectfully submitted,

Amanda Ogden

Office Manager