



Dear Oaks Members,

November 1, 2024

As we progress through the final quarter of the year, I'd like to provide an update on our Club's progress and accomplishments. I'm proud to report that the Club remains in a strong position, both financially and operationally. Your continued support and involvement has been instrumental to our success, enabling us to enhance our offerings and maintain a financially sound and a vibrant environment.

**Financial Performance/Planning:** The Club has performed well in all financial aspects through the first three quarters of 2024, highlighted by \$6,913,215 of gross revenue and \$1,420,722 of EBITDA, which are both positive to the 2024 plan. Our current cash position stands at approximately \$950,000. On the debt side, the Club has outstanding debt of \$2,400,000, which has been decreased \$865,000 in the last 12 months.

Like many organizations and peer clubs, we're not immune to the increasing pressures in the labor market, particularly within our clubhouse team. Retaining a skilled and enthusiastic staff is essential to maintaining our service standards. Additionally, like most of you, the Club has seen a significant increase in insurance costs, which have impacted our operating budget. Our leadership team is aware and are actively exploring options to manage these expenses and mitigate future impacts on the Club.

As we approach the close of 2024, the Board and leadership team are actively planning for 2025. Our primary goal is to ensure that we allocate our capital resources in a prudent manner that meet the immediate needs of the Club and capital projects that support the long-term vision of the Club. I will have more on this next month as we finalize and prepare to approve the 2025 budget.

**Membership:** The Club's membership numbers continue to be strong with 524 full shareholder equivalents. New membership interest has continued steadily into the fall. The Club's waitlist currently stands at approximately 40 people. The current initiation fee is \$20,000 for a full shareholder membership; however, the Board continues to have discussions and evaluate the initiation fee on a regular basis.

**Golf Operations:** The golf season has been filled with exciting events for all golfers at the club. Derrick and the team's hard work brought a full schedule to life, offering everything from competitive tournaments, leagues and other activities for players of all ages and skill levels. I would like to highlight our Club Champions and congratulate them for their accomplishments this year:

- Men's - Ryan Grimm
- Ladies – Christy Hannah

- Senior Men's – Dave Miley
- Senior Ladies – Susan Bode
- Couples – Andrew and Amanda Therrell
- Boys – Benton Manly
- Girls – Sophia Lefler

As we have seen in the past years, the course continues to receive a lot of play. So far in 2024, we have recorded 27,275 rounds, which is up approximately 15% percent from this time last year.

On December 1, the Club will be switching tee time systems to Whoosh from Fore Tees. This will allow us to host the Club event calendars, tee times and event registrations on one platform. The decision to make the change was predicated on being able to streamline the Club's communication process and have a more user-friendly interface. I have no doubt this will be welcomed by all members.

**Greens and Grounds:** The course remains in exceptional shape. Thanks to Dan and his dedicated crew – their hard work has provided us with a phenomenal golf course throughout the year. I encourage everyone to show their appreciation when you see them out on the course.

This year, the committee has focused on meaningful improvements to our course and equipment. Most recently, we began the re-routing and remodeling of the 17<sup>th</sup> cart path and tee box. This update will help preserve the beautiful oak tree on the tee box and allow for improved cart traffic in that area. Like the 2 green and 3 tee box re-design, I think everyone will really enjoy this new improvement. Additionally, a few months back, the board approved the purchase of new fairway mowers, which have already made a noticeable difference in the appearance and health of our fairways.

Between now and the end of the year, the maintenance crew will be removing dead trees and branches throughout the property. Trees continue to be a focus with the leadership and the Board. We will continue to lean heavily on our tree study and local tree experts as we think about replacing our aging and dead trees on the course.

**Member Survey/Strategic Plan:** As part of our ongoing commitment to shaping a strategic vision for the Club, the Board is excited to invite you to a special Town Hall Meeting on November 21 at 6:00 PM. This meeting will be an opportunity for all members to review and discuss the results of the recent survey, which gathered valuable feedback on your experiences, needs and hopes for the future of the Club. This will be an interactive session, where we encourage open discussion and invite you to share your thoughts in a constructive way.

Over the next six months, the Board and the Strategic Planning committee will be working alongside the McMahon Group in constructing the strategic plan into a working and breathing document. We are hoping to have this completed by our annual meeting and be able to share more details at that time.

**Clubhouse Operations/Entertainment:** Justin and the team are working diligently to improve our offerings and service at the Club. With a focus on both variety and quality, they continue to look for unique dining experiences and menu options to enhance our experience as members. Also,

enhancing service standards is at the top of the list to ensure each dining experience exceeds your expectations.

On the entertainment front, there has been some wonderful events this year. Most recently, Botox and Bubbly where the ladies had a fun and rejuvenating evening and our annual Halloween Spooktacular for the kids. This is always one of the best events each year – the energy and creativity of everyone involved made it a memorable event.

**Facilities Update:** There have been many improvements made to the Club this year with the back 9 restroom, HVAC upgrades, patio umbrellas along with many other routine items that ensure our facilities operate soundly. However, we are not immune to the daily headaches that can happen with a one-hundred-year-old building. With that said, the Board and leadership continually discuss the best ways to tackle these issues strategically (not just putting out fires). There is no doubt that over the coming years, we will need to make significant investments into our facilities and infrastructure to ensure that the members have an updated, safe and reliable clubhouse to enjoy.

I am excited to announce that an architect has been hired for the men's locker room wet area and is in the final stages of creating plans. In the coming weeks, the house committee will be putting the finishing touches on those plans and recommending to the Board a facility upgrade to start in January.

As we look toward the end of the year and beyond, our commitment to providing you with an exceptional membership experience remains the top priority of the leadership and Board. Our rich tradition of success is built upon your ongoing support and our collaborative, thoughtful planning. Thank you for being an integral part of our journey – the future looks bright for the Club!

I look forward to seeing you at the Club.

Sincerely,

Zach A. Malchi

President