



2019 Annual Meeting

May 21, 2019



CORPORATE GOLD \$2,550 *up to 20 players*

- » Catered Lunch
- » Deluxe Beverage Package
 - » Unlimited alcoholic & non-alcoholic beverage products during lunch, golf and scoring reception
- » 30-Minute Clinic
- » 18 Holes of Golf & Cart
- » Post Golf Scoring Reception
 - » Heavy Hors d'oeuvres
 - » Premium Open Bar
 - » Gift certificates awarded for individual play and on-course contests

CORPORATE SILVER \$1,950 *up to 20 players*

- » Catered Lunch
- » Non-Alcoholic (NA) Beverage Package
 - » Unlimited NA beverage products during lunch, golf and scoring
- » 18 Holes of Golf & Cart
- » Event Scoring
 - » Consumption Bar
 - » Gift certificates awarded for individual play and on-course contests



Recent Accomplishments

- Refinanced Debt at a considerable discount & very favorable terms
- Resumed Self Management
- Bar Renovation
- Laid groundwork for a return to financial strength

Current Outlook

- Investing in critical capital improvements
- Exploring potential funding options for reducing long term debt
- Continued focus on enhancing the club experience



Where membership fees are being spent

- Dues increase addresses day to day operating deficit for 2019. Budget shows positive net cash flow.
- \$1,000 Assessment towards major capital improvements that require immediate funding *i.e. roof, turf maintenance fleet and restoring working capital*
- Building fund allocated towards future improvements



Operating Budget

	2018 Results	2019 Budget	2019 Budget New Dues Level
Total Income	\$ 2,678,076	\$ 2,830,723	\$ 2,922,463
Cost of Goods	\$ (417,961)	\$ (425,000)	\$ (425,000)
Gross Profit	\$ 2,260,115	\$ 2,405,723	\$ 2,497,463
Operating Expense	\$ (2,198,418)	\$ (2,284,651)	\$ (2,284,651)
Operating Income	\$ 61,697	\$ 121,073	\$ 212,813
Real Estate Taxes	\$ (57,719)	\$ (65,700)	\$ (65,700)
Interest	\$ (143,264)	\$ (87,459)	\$ (87,459)
Depreciation	\$ (209,847)	\$ (204,000)	\$ (204,000)
Net Income	\$ (349,133)	\$ (236,086)	\$ (144,346)
Net Cashflow Items		\$ 179,334	\$ 179,334
Net Change in Cash Position		\$ (56,753)	\$ 34,987

Capital Account

- Establishing separate capital account
- Funded from combination of assessments and monthly capital fee
- Assessment going to immediate capital needs: roof and course maintenance equipment
- Projected balance by June 2020: \$267,600 (grows by approximately \$22,300 per month)

The Case for Investing

- Changing values and lifestyles have impacted clubs all across the country
- Battle for Market Share:
 - Oversupply of golf courses and clubs
- Clubs increasingly judged on Value
 - Achieved by providing the experiences that people want
- Clubs that can raise capital to transform their facilities and enhance their member experience will have a competitive advantage



Fairway to the Future

Golf

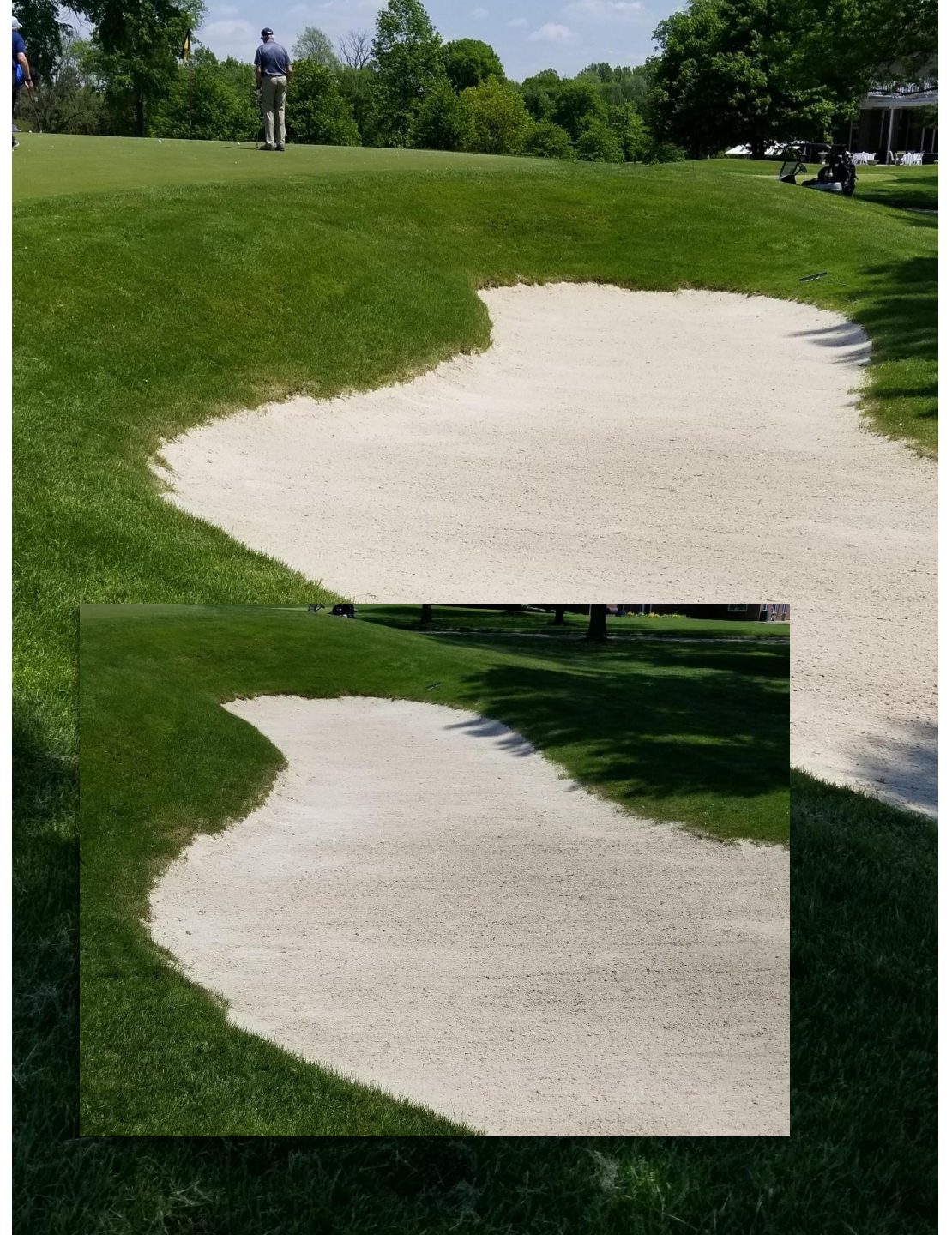
- Donald Ross Course
- Improved course conditions
- Restored bunkers

Social

- Re-invented areas for socializing and dining
- Great bar
- Take advantage of outdoor setting

Family

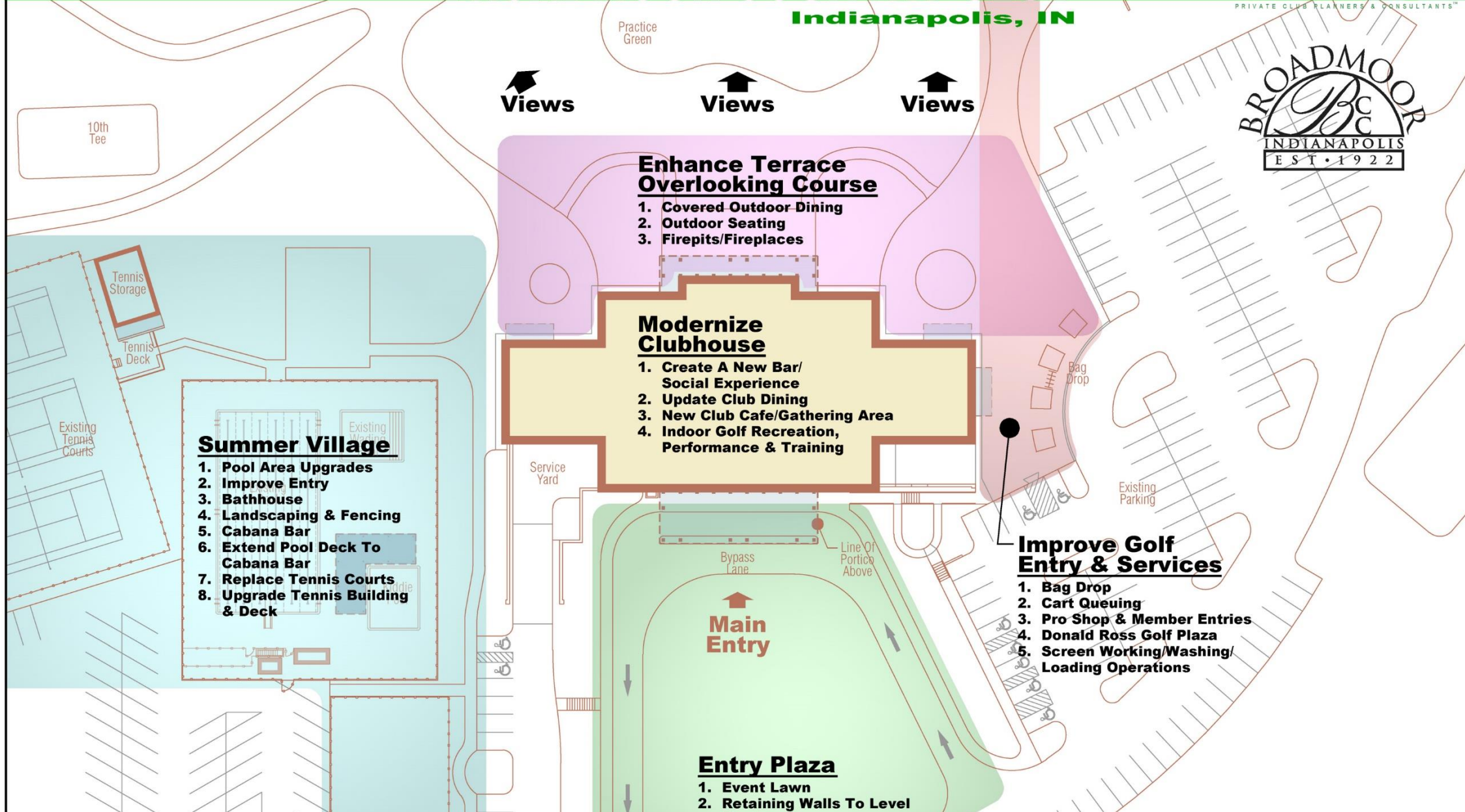
- Pool upgrades
- Racquet sports
- Youth programs



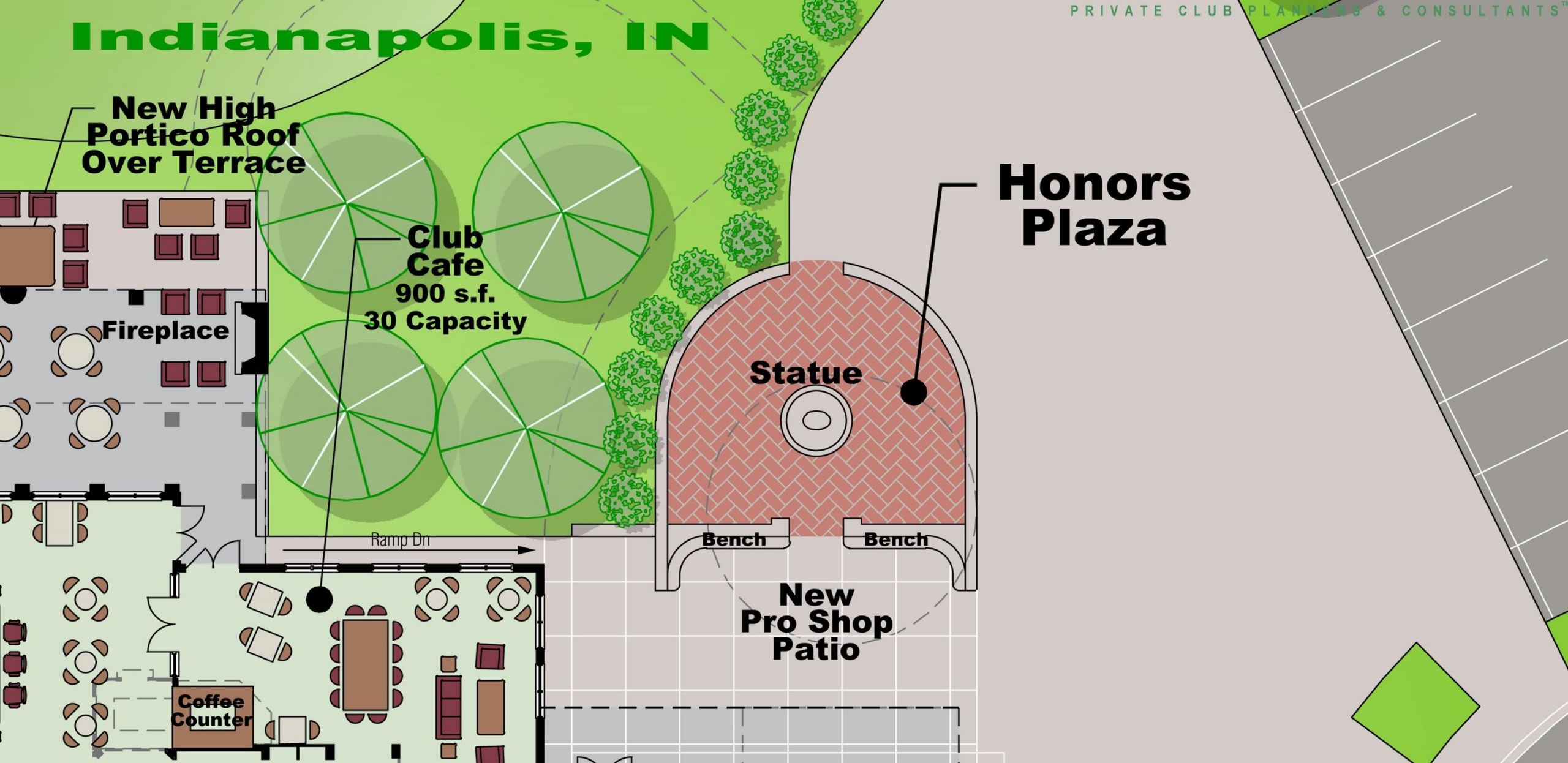




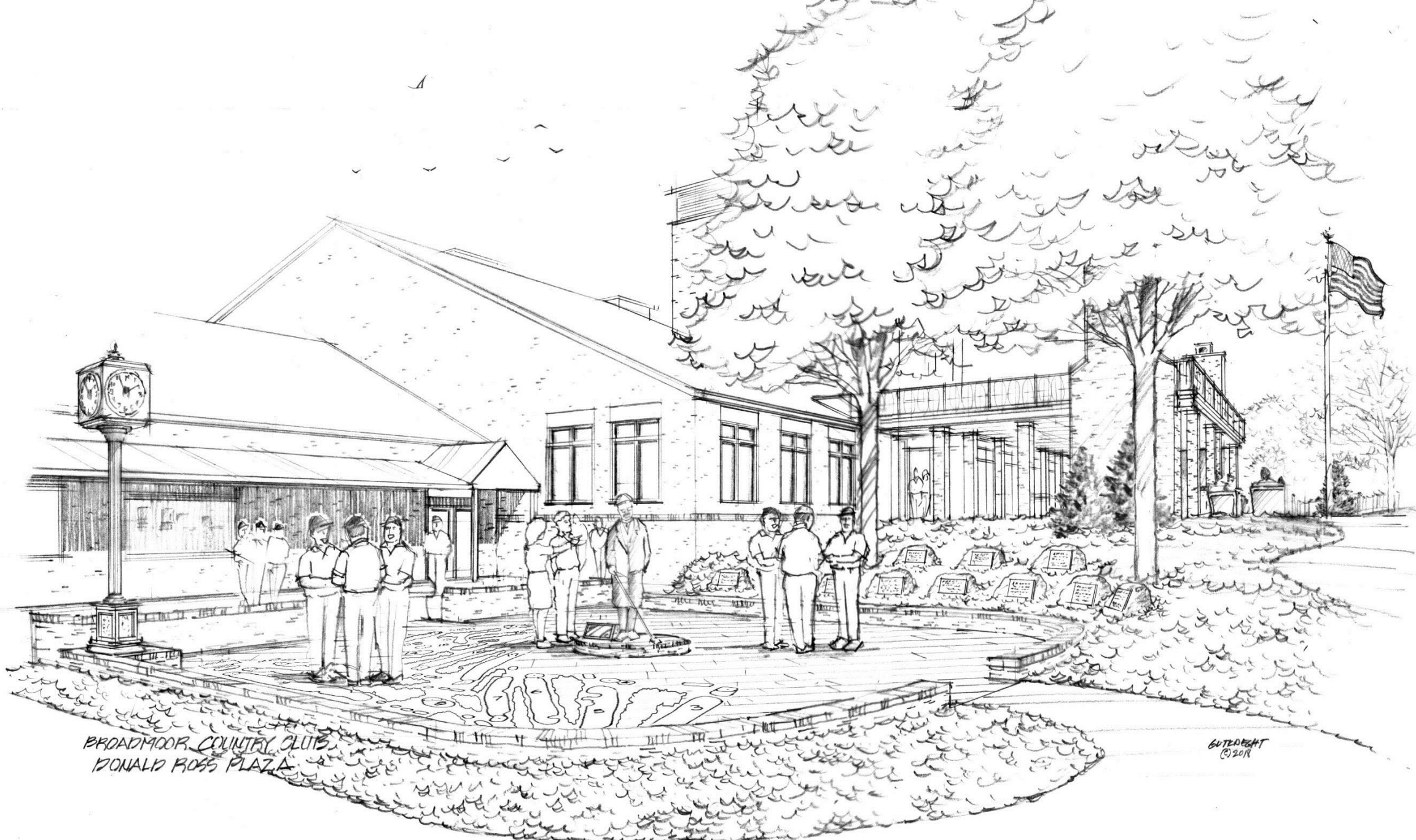




Master Plan Priorities



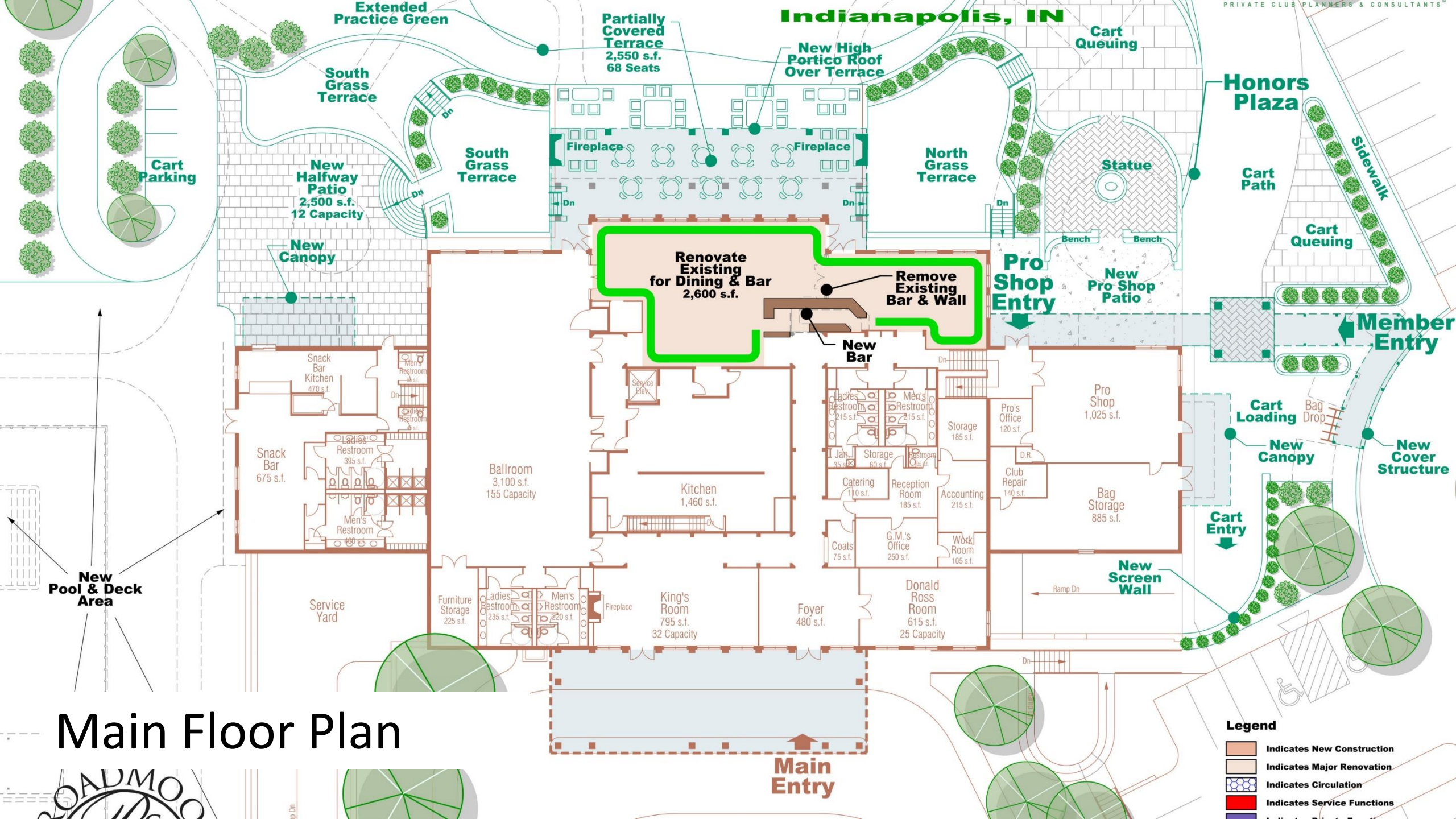
Improvement Plan – Golf Plaza



BROADMOOR COUNTRY CLUB
DONALD ROSS PLAZA

GUTENKUNT
© 2018

Indianapolis, IN

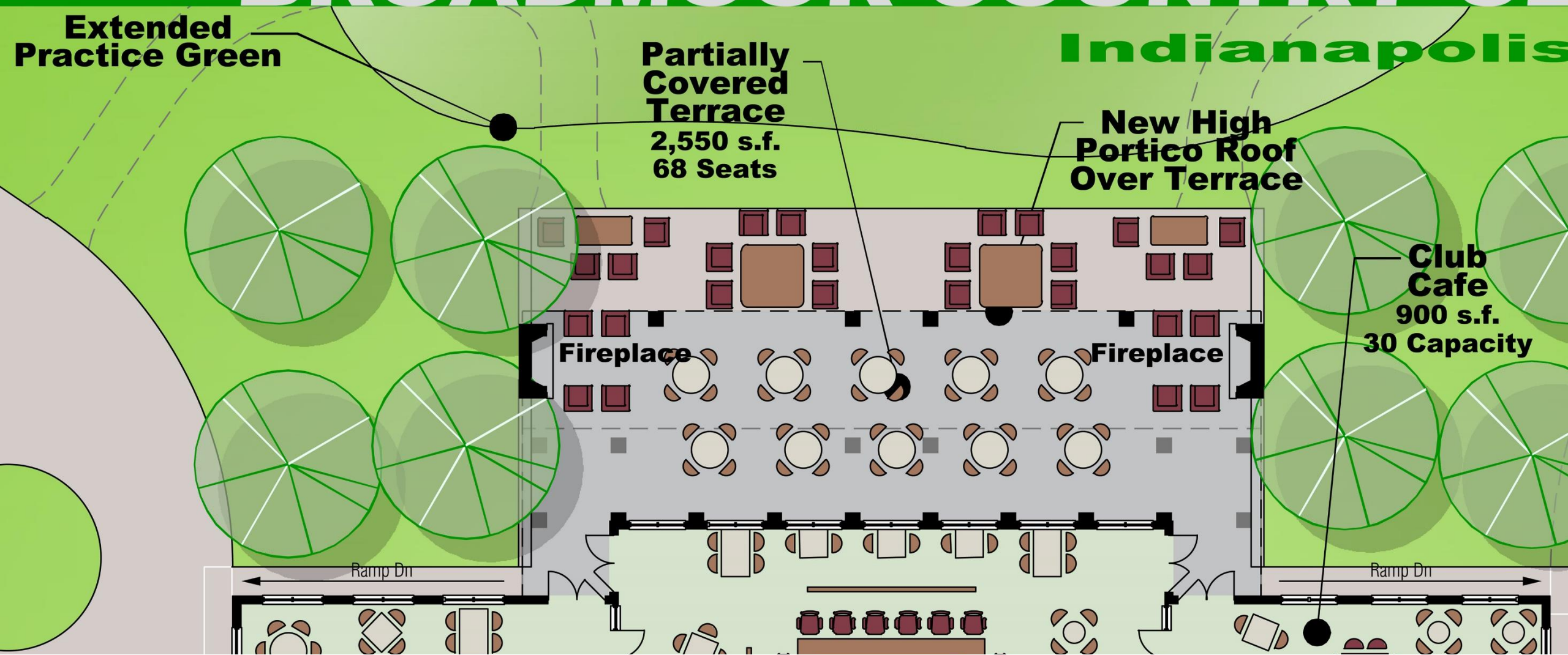


Main Floor Plan

Legend

-  Indicates New Construction
 Indicates Major Renovation
 Indicates Circulation
 Indicates Service Functions

IMPROVEMENT PLAN BROADMOOR COUNTRY CL



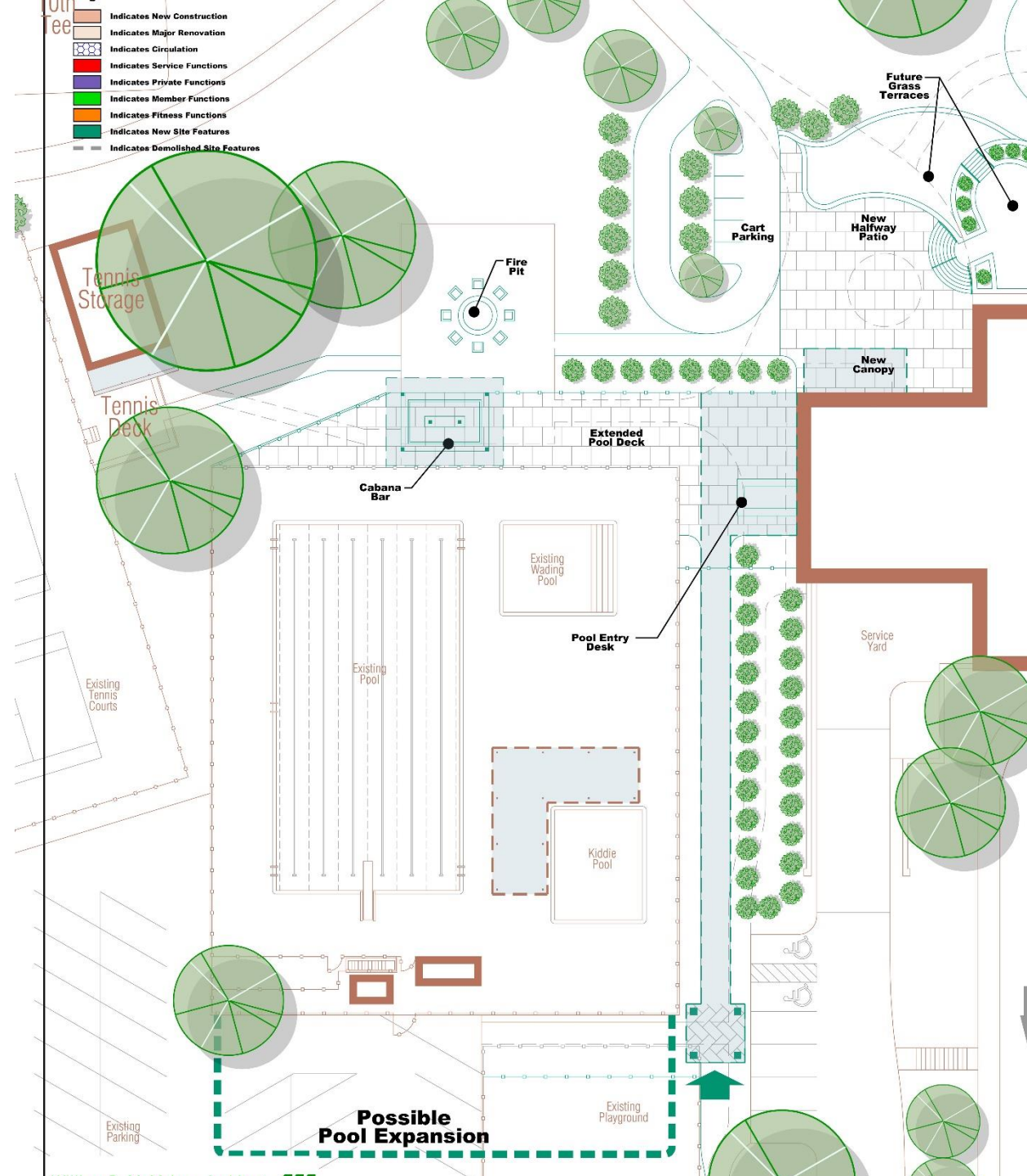
Improvement Plan – Terrace Lounge



BROADMOOR COUNTRY CLUB
NEW PARTIALLY COVERED
TERRACE

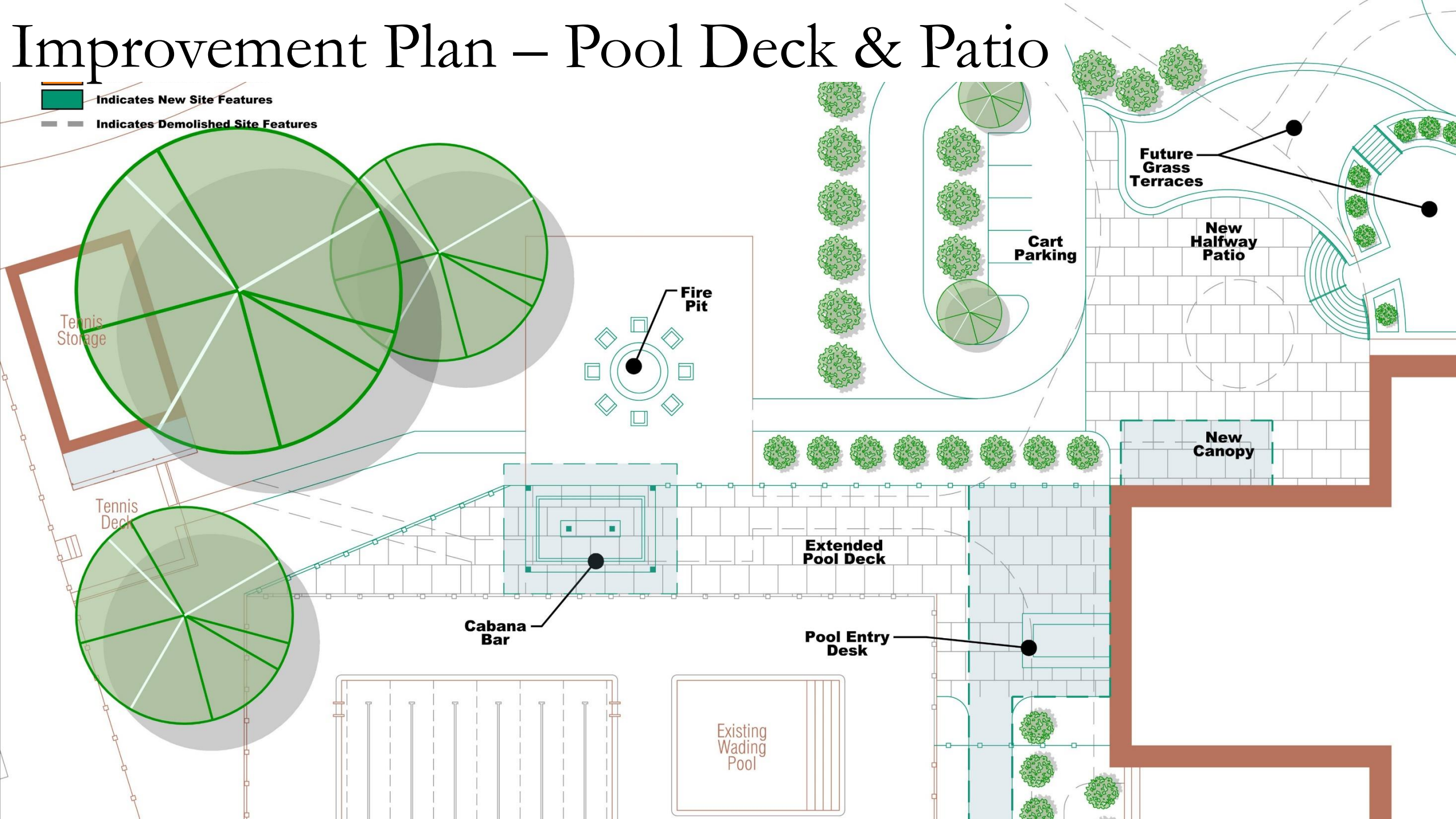
COTTEWRIGHT
© 2018

Improvement Plan – Pool & Patio



Improvement Plan – Pool Deck & Patio

-  Indicates New Site Features
-  Indicates Demolished Site Features



Aerial photography by John F. Martin

Country Club of Detroit Summer Village



Next Steps

- Creating a first-class club experience at Broadmoor will require prioritizing, planning & ultimately funding.
- Determine membership support for vision and the desired timeline.



Legacy Society & Centennial Committee

- As our Centennial approaches, the newly formed Legacy Society and Centennial Committee will work towards celebrating our proud history and ensuring our bright future.



Board of Director Elections

- Nine Board Members
- Rolling 3 Year Terms with 1 / 3rd elected each year
- Three Directors, Steve Napier, Nathan Warfel and Phil Genetos, up for reelection to the board
- Call for Vote





Questions?