

DEREK JACQUES, CCM

PROFESSIONAL PORTFOLIO



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This portfolio shares the highlights, projects, events, results, certifications and tools that showcase my successes. It also provides a glimpse into me as an individual and family person.

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ABOUT ME



My journey at Detroit Golf Club (DGC) allowed me to guide and lead the Club through experiences they have never had. The PGA TOUR's Rocket Mortgage Classic has had a very unique first four years that were all very successful, each year evolving and improving from the previous. The COVID-19 pandemic created opportunities for me to showcase my adaptability, creativity, leadership and communications skills while navigating uncharted territories for everyone. Two multimillion-dollar clubhouse renovations were overwhelmingly approved by the membership. Multiple capital projects were completed and a strong management team was built. During my tenure, membership levels have had a net increase of 161.

Before leading DGC, I enjoyed 10+ years at Red Run Golf Club. During my time there, I created long-lasting relationships with members, staff and residents in the community. I grew the City of Royal Oak Fireworks event into an extravaganza for the members by adding live music, children's activities, and a BBQ for more than 1,500 members and their guests. I navigated challenging financial times during the recession and creatively found ways to increase member levels to near-record highs. Many large-scale improvements were made that provided significant and ongoing financial benefits, including a geothermal clubhouse comfort heating and cooling system and a reverse osmosis golf course irrigation system.

Previously, I proudly served as the General Manager at Flint Golf Club and the Clubhouse Manager at Barton Hills Country Club. During those nine years, I introduced and revitalized many social events and enhanced the member dining experiences.

Club membership levels grew at each Club and financial results were strong. I learned early on the value of team building and that continuing education is for everyone. I keep in touch with employees from those times.

My career in hospitality began early in life, long before earning my Hospitality Management degree from Ferris State University. My creative, engaging, genuine and welcoming personality make me a natural in this field. My formative years with Marriott right out of college enhanced a strong foundation adding to my work ethic, team-building skills and dedication to the industry.

Through the years, I have built many successful service teams, hosted countless fun and engaging family Club events from small family gatherings to the City of Royal Oak Fireworks Extravaganza, engaged with local residents and government officials, bargained with multiple unions, and coordinated events with the USGA, WGA, GAM and the PGA TOUR.

I've successfully guided my Club through the Great Recession and the COVID-19 pandemic while strengthening my Club's financial position and commitment to its members, staff and community.

I am a proud father of two sons, Griffin and Andrew, and committed husband of 25 years to Michele. I enjoy outdoor activities such as skiing, golfing, snowmobiling, hunting and grilling. I've coached competitive ice hockey and still can be found playing from time to time. I treasure most the time spent with my family.



My Family



Rocket Mortgage Classic



Christmas Party Team Photo



Vacation to Jackson Hole



Gondola Ride



Griffin on the GVSU Lacrosse Team



Andrew on the OSU Club Hockey Team

MEMBER EVENTS



Golf Events

- **Men's Opening Weekend** • April 23th - April 24th
- **Women's Golf Kick-Off Party** • April 27th
- **Men's League** • Begins May 2022
- **Women's Corkscrew Opener** • May 1st
- **Michigan Medal Play** • May 5th - May 7th
- **Mother's Day Tournament** • May 8th
- **Girl's Night Out** • Begins Mid May
- **Women's 18-Holers** • Begins Mid May
- **Spring Medal Play** • May 13th - May 14th
- **Ladies Rookies** • Dates throughout the season
- **TGIF** • May 20th
- **Tiny Tots** • Dates throughout the season
- **The Whistler** • June 8th - June 11th
- **Junior Golf** • Begins June 15th
- **TGIF** • June 17th
- **Father's Day Tournament** • June 19th
- **One Day Men's Member-Guest** • June 23rd
- **Caddie Scholarship Event** • July 25th
- **Girl's Night Out Invitational** • June 29th
- **Men's Senior Club Championship** • July 8th - July 10th
- **Women's Sundial Invitational** • July 15th - July 16th
- **Rocket Mortgage Classic** • July 24 - July 31st
- **Women's Motor City Scramble** • August 5th
- **Club Championship** • August 19th - August 21st
- **Jr Golf Championship** • August 19th - August 21st
- **Women's Member-Member** • August 26th - August 27th
- **Girl's Night Out Banquet** • August 31st
- **Solheim Cup** • September 1st
- **Labor Day Scramble** • September 5th
- **Men's League Banquet** • September 6th
- **Men's League Playoffs** • September 6th & September 13th
- **Men's Member-Member** • September 8th - September 11th
- **Women's Closing Day** • September 18th
- **Women's Fall Fun Day** • Wednesdays starting mid September
- **Couple's Championship** • September 25th
- **The Rocket Classic** • October 8th

Social Events

- **Crème de la Crème** • April 9th
- **Junior All Sport Open House** • April 10th
- **Seafood Night** • April 15th
- **Easter Buffet** • April 17th
- **Albert Kahn and DGC** • April 20th
- **Michigan Opera Theatre at DGC** • April 21st
- **Back to the Club Night** • April 29th
- **Cinco de Mayo** • May 5th
- **Mother's Day Brunch** • May 8th
- **Crème de la Crème** • May 20th
- **Doubl Eagle & Grieve Wine Dinner** • May 26th
- **Swim Team** • Begins in May
- **Junior Tennis** • Begins in June
- **Schools Out for the Summer Tennis Mixer** • June 12th
- **4th of July BBQ** • July 4th
- **Cenalie Wine Dinner** • July 15th
- **Book Club** • August 16th
- **Yappy Hour** • September 18th
- **Book Club** • September 20th
- **Annual Meeting** • October 6th
- **Caddie Banquet** • October 12th
- **Book Club** • October 18th
- **Adult Halloween Party** • October 28th
- **Children's Halloween Trunk or Treat** • October 30th
- **President's Ball** • November 5th
- **Holiday Sip & Shop** • November 10th
- **Children's Pumpkin Pie Class** • November 20th
- **Thanksgiving to Go** • November 23rd
- **Children's Holiday Party** • December 4th
- **Holiday Ball** • December 10th
- **Gingerbread House Brunch** • December 11th
- **Holiday Lunch & All Day Buffet**
December 14th - December 16th
- **Sliders, Sweaters & Sauvignon** • December 18th

Please note, events on this page are subject to change, please make sure to confirm/RSVP prior to attending.

MEMBER EVENTS



**Children's
Holiday Party**

SUNDAY, DECEMBER 4TH • 11a - 3p
Join us for some Holiday Fun!

11a Buffet Begins
11a - 2:30p Pictures with Santa
1pm - 2 pm Magic Show with
Mini Magic Trick Lesson for the Children

Children \$35++
Adults \$49++



**COUPLES
CHAMPIONSHIP**
Sunday, September 23th

SOUTH COURSE • 18 HOLES • 1:00 PM SHOTGUN

18 HOLES, MODIFIED CHAPMAN FORMAT WITH BOTH GROSS & NET DIVISIONS. A TEAM MAY NOT WIN PRIZES IN BOTH DIVISIONS

\$50 PER PERSON
(INCLUDES PRIZES AND FOOD)

ALL DGC MEMBERS AND SPOUSES OF ANY GOLF CLASSIFICATION.



**Detroit
Opera**

THURSDAY, OCTOBER 27 • 7PM

DETROIT OPERA
DGC

ARTHUR WHITE, DIRECTOR OF EXTERNAL AFFAIRS AT THE DETROIT OPERA PRESENTS
DETROIT OPERA RESIDENT ARTISTS

MR. WHITE SET THE STAGE FOR EACH ARIA AS YOU ARE INTRODUCED TO A VARIETY OF
THIS SEASON'S OFFERINGS AT THE DETROIT OPERA.

DON'T MISS THIS GREAT OPPORTUNITY TO EXPERIENCE A COMPLIMENTARY PERFORMANCE



Please join us for a

GINGERBREAD HOUSE

Decorating Party!

SUNDAY, DECEMBER 11 • 11AM - 2PM

Join us for brunch and get into the holiday spirit as we decorate Gingerbread Houses at Detroit Golf Club.

LIMITED NUMBER OF HOUSES AVAILABLE
Adults \$36pp++ • Children \$18pp++
Gingerbread House \$20



PLEASE JOIN US FOR A

**Adult
Halloween Party**

FRIDAY, OCTOBER 28TH • 8PM - 11:30PM

ENJOY LIVE ENTERTAINMENT, FOOD STATIONS

\$49PP++ • PRIZES FOR BEST COSTUME!



**Holiday
BALL**
at DETROIT GOLF CLUB

SATURDAY, DECEMBER 10
COCKTAILS AT 6:30PM • DINNER AT 7:30PM

DANCING FROM EIGHT THIRTY UNTIL ELEVEN THIRTY
ENTERTAINMENT BY "NIGHTLINE"

COCKTAIL ATTIRE • GUESTS WELCOME

\$99.00PP++

KINDLY RESPOND BY
DECEMBER 8TH TO 313.345.4400 OR REGISTER ONLINE



Join Us For Our
**Holiday
Buffet**

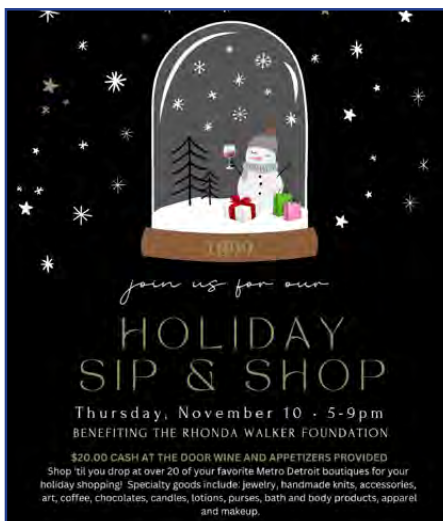
EAT, DRINK AND BE MERRY

SOUP, COMPOSED SALADS, AND COBB SALAD BAR
CARVING STATION WITH APPROPRIATE CONDIMENTS
SEAFOOD AND CHICKEN ENTREES
PASTA, VEGETABLES, AND STARCHES
ASSORTED DESSERTS

LUNCH DECEMBER 14TH - 16TH
11:30AM - 2:00PM • \$37++/PP ADULTS
A LA CARTE AVAILBLE FOR KIDS

DINNER DECEMBER 16TH
5PM - 9PM • \$66++/PP ADULTS
A LA CARTE AVAILBLE FOR KIDS

BRING YOUR OFFICE DOWN TO DETROIT GOLF CLUB
FOR THE HOLIDAYS CALL THE FRONT DESK AT 313.345.4400
OR CLICK HERE TO REGISTER ONLINE



join us for our

**HOLIDAY
SIP & SHOP**

Thursday, November 10 • 5-9pm
BENEFITING THE RHONDA WALKER FOUNDATION

\$20.00 CASH AT THE DOOR WINE AND APPETIZERS PROVIDED
Shop 'til you drop at over 20 of your favorite Metro Detroit boutiques for your holiday shopping! Specialty goods include: Jewelry, handmade knits, accessories, art, coffee, chocolates, candles, lotions, purses, bath and body products, apparel and makeup.



DGC WINE EVENTS

**DGC HOLIDAY
WINE TASTING**

DECEMBER 2 • 6:30PM

FEATURING 18 DIFFERENT WINES FROM THE BEST
VINEYARDS ACROSS THE US AND EUROPE.
APPETIZERS INCLUDED.

\$67++ WINE CLUB
\$125++ NON WINE CLUB

MEMBER EVENTS



KID'S DIVE-IN
Movie Night

AUG 26
8PM-11PM

MINIONS: THE RISE OF GRU
\$17++
INCLUDES MOVIE, POPCORN,
HOT DOG, BEVERAGE,
AND CHOICE OF CANDY.

FRIDAY, NOVEMBER 18TH!

KID'S MOVIE NIGHTS

\$15++ PER CHILD /MOVIE
INCLUDES MOVIE, DRINKS,
POPCORN & CANDY!

SING

CHILDREN'S

PUMPKIN PIE

AT DETROIT GOLF CLUB

SUNDAY, NOVEMBER 20TH

4PM PIE MAKING BEGINS • 5PM - 6PM DINNER & MOVIE

Chef Darnell and his team look forward to helping your child bake a pie for your Thanksgiving Dinner!

Children will enjoy dinner and a movie while their pie is baking.

Kids \$32pp++
(Includes Pie, Chef Hat, Apron)
Adults \$25pp++

LABOR DAY
AT DETROIT GOLF CLUB

Happy Labor Day Weekend!

We look forward to spending Labor Day weekend with you and your family and wish everyone a safe and enjoyable holiday.

SATURDAY, SEPTEMBER 3RD
Champions Grille 6:30am - 11am & 11am-4pm
Ross Grille 4pm-9pm

SUNDAY, SEPTEMBER 4TH
Champions Grille 6:30am - 11am & 11am-4pm
Ross Grille 4pm-9pm

MONDAY, SEPTEMBER 5TH
Champions Grille 6:30am - 11am & 11am-4pm
Ross Grille 11am-4:30pm a la carte, 4:30pm - 8:00pm Labor Day Buffet only.

LABOR DAY BUFFET
Fresh Fruit • Potato Salad • Cole Slaw • Baked Beans • Caprese Salad • Barbecue Grilled Chicken, Baby Back Ribs, Bratwurst, hot dogs, polyn. Sausage, Char grilled Burgers • Michigan Corn • Sweet Cream Butter, Roasted Red Peppers • Potato Gratin with Onions and White Cheddar Cheese • Grilled Salmon Provençal, Lemon Basil Vinaigrette • Assorted dessert bars, pies, cookies and Brownies and ice cream Sundae Bar

\$38 Adults • \$20 Kids 12-17 • \$16 Kids 12 and Under

TUESDAY, SEPTEMBER 6TH
CLUB CLOSED

DGC WINE EVENTS

NOVEMBER WINE DINNER

NOVEMBER, 11 • 6:30PM

EXPLORE VINEYARDS OF NEW ZEALAND NORTHERN ISLAND WITH ANTHONY ALLPORT

\$102++ WINE CLUB \$155+€ NON-WINE CLUB

Adult **Pool Party**

AUG 19

6-9PM • \$32.95++

JIMMY BUFFETT'S MARGARITAVILLE

Thanksgiving TO GO MENU

WEDNESDAY, NOVEMBER 23rd (PICKUP)
FRIDAY, NOVEMBER 18th (DEADLINE TO ORDER)

THANKSGIVING 2022 PACKAGES
PACKAGE 1 • FEEDS 8 PEOPLE • \$340 (CHOOSE 1 PIE)
PACKAGE 2 • FEEDS 10 PEOPLE • \$425 (CHOOSE 2 PIES)
PACKAGE 3 • FEEDS 16 PEOPLE • \$680 (CHOOSE 3 PIE)

ITEMS:
ARTISAN ROLLS
GARDEN SALAD - RED WINE VINAIGRETTE OR BALSAMIC VINAIGRETTE
ROASTED FREE RANGE TURKEY
SAVORY TURKEY GRAVY
ORANGE CRANBERRY RELISH
MAPLE GLAZED YAMS
BITTERMILK WHIPPED YUKON GOLD POTATOES
CORNBREAD, SAUSAGE & SAGE DRESSING
FRESH GREEN BEANS AND WILD MUSHROOM CASSEROLE WITH FRIED VIDALIA ONIONS
HOUSE-BAKED PUMPKIN, APPLE OR PECAN PIE - CINNAMON WHIPPED CREAM
COMPLETE REHEATING INSTRUCTIONS AND PROBE THERMOMETER INCLUDED

A LA CARTE ADDITIONS:
PUMPKIN, APPLE & PECAN PIE - \$20
SHRIMP COCKTAIL WITH COCKTAIL SAUCE AND LEMONS - \$44 PER DOZEN
CHEESE TRAY - \$36 SERVES 6
ASSORTED COOKIES - \$36 PER DOZEN
FRESH FRUIT TRAY - \$36 SERVES 6

Spooktacular HALLOWEEN TRUNK OR TREAT

SUNDAY 30 OCTOBER
11:00am - 2pm

Grab the kids & some candy to pass, decorate your trunk and join us for some DGC Halloween fun!

\$19pp • Kids Inclusive
Trunk or Treat, Pumpkins, Cider, Doughnuts and Coney Dogs.

A la carte pricing for adults.
We will let you know by October 28th how many treats to bring.
AWARD GIVEN FOR BEST COSTUME & BEST TRUNK!

YAPPY BRUNCH
at Detroit Golf Club

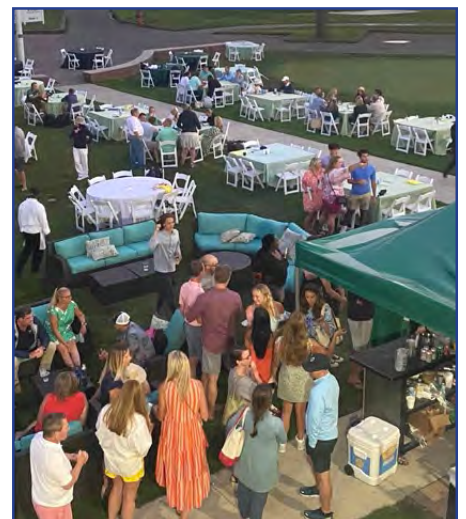
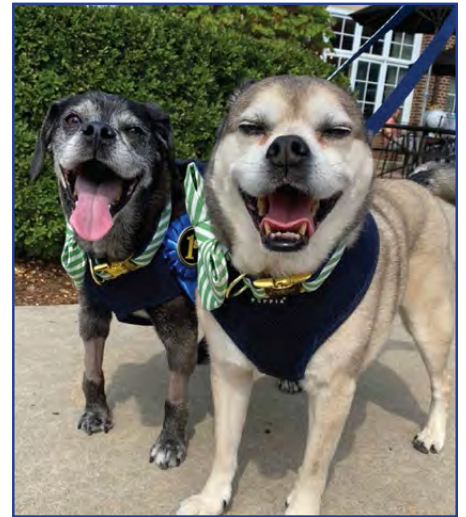
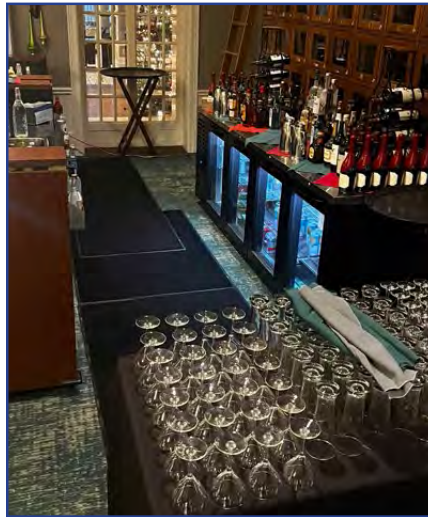
11am - 1pm

Adults \$29pp++ • kids \$13pp++

MEMBER EVENTS



MEMBER EVENTS



MEMBER EVENTS



INTERNAL COMMUNICATIONS

Audience	Date / Start Date	Event	6 wks out - F&B details due	5 weeks out - promo due	4 weeks out - blast to mems.
SEPTEMBER					
Adult	9/5/2022	Labor Day Scramble	7/25/2022	8/1/2022	8/8/2022
Family	9/18/2022	Yappy Hour	8/7/2022	8/14/2022	8/21/2022
Adult	9/20/2022	Book Club	8/9/2022	8/16/2022	8/23/2022
Family	9/30/2022	Kid's Movie Night	8/19/2022	8/26/2022	9/2/2022
OCTOBER					
Full Club	10/6/2022	Annual Meeting	8/25/2022	9/1/2022	9/8/2022
Full Club	10/12/2022	Caddie Banquet	8/31/2022	9/7/2022	9/14/2022
Adult	10/14/2022	New Member Appreciation (1/2020-5/2021)	9/2/2022	9/9/2022	9/16/2022
Adult	10/28/2022	Adult Halloween Party	9/16/2022	9/23/2022	9/30/2022
Family	10/28/2022	Kid's Movie Night	9/16/2022	9/23/2022	9/30/2022
Family	10/30/2022	Kids Halloween Party - Trunk or Treat	9/18/2022	9/25/2022	10/2/2022
NOVEMBER					
Adult	11/5/2022	President's Ball	9/24/2022	10/1/2022	10/8/2022
Adult	11/10/2022	Sip & Shop	9/29/2022	10/6/2022	10/13/2022
Family	11/18/2022	Kid's Movie Night	10/7/2022	10/14/2022	10/21/2022
Family	11/20/2022	Kids Pumpkin Pie Baking	10/9/2022	10/16/2022	10/23/2022
Family	11/23/2022	Thanksgiving To Go	10/12/2022	10/19/2022	10/26/2022
DECEMBER					
Family	12/4/2022	Children's Holiday Party	10/23/2022	10/30/2022	11/6/2022
Adult	12/10/2022	Member Holiday Ball	10/29/2022	11/5/2022	11/12/2022
Family	12/11/2022	Gingerbread House Brunch	10/30/2022	11/6/2022	11/13/2022
Family	12/14/2022	Holiday Lunch Buffet	11/2/2022	11/9/2022	11/16/2022
Family	12/16/2022	Holiday Dinner Buffet	11/4/2022	11/11/2022	11/18/2022
Family	12/16/2022	Kid's Movie Night	11/4/2022	11/11/2022	11/18/2022
Adult	12/17/2022	Sliders, Sweaters, and Sauvignon	11/5/2022	11/12/2022	11/19/2022

Subject	Recipients	Opened	OpenRate
COO Membership Communication	2,847	1,025	65.50%
Don't Miss Our Holiday Balloon Sale!	2,847	999	63.80%
Weekend Specials	2,847	1,124	71.90%
December Golfer	2,847	1,100	70.30%
Children's Holiday Party & Adult Holiday Ball at DGC	2,843	1,058	67.80%
Men's Locker Room & Fitness Room Update	2,843	1,177	75.20%
Don't Miss Our Holiday Wine Tasting	2,843	1,041	66.50%
Employee Holiday Fund	2,843	1,096	70.00%
Frost Delay	2,843	1,006	64.20%
Happy Birthday Donald Ross	2,843	1,098	70.10%
Don't Miss Our Black Friday Sale in the Professional Shop	2,843	1,029	65.70%
Women's Golf Update	725	404	69.20%
Frost Delay	2,843	989	63.10%
South Course Update	2,843	1,112	71.00%

INTERNAL COMMUNICATIONS



Dear Members,

Time has flown so quickly again this year. I hope this holiday season brings joy and happiness to each of you, and everyone has a safe and eventful holiday month of December. November picked up as it moved along, including an outstanding President's Ball, holiday events, very popular Thanksgiving packages and even an extended golf season. Looking forward, December will also be a busy month full of holiday celebrations, busy a la carte dining and construction work. Please be sure to make your dining reservations, whether for lunch or for dinner, to ensure you have a table and to help our service staff prepare for your visit.

The KCE II project demolition has been underway. At the time of writing this article, the ladies locker room has many lockers removed, the large window overlooking the back lawn from the ladies locker room and the Champions Grill has been removed and replaced with temporary equipment access doors, access decking has been positioned for equipment on the Sundial area, and the Champions Grill has been emptied of all furniture and the bar. Flooring is also being removed. Most items needed for the project have been ordered and lead times seem to be improving. However, possibilities remain we may have longer lead times on some items and we may need to make some adjustments along the way. Our target completion date is May 22, 2023.

2022 has been another strong year for membership growth, and waitlists for new Junior and House members remain in place. I'd like to recognize and welcome all the new members and their families to Detroit Golf Club. While some of you have enjoyed a full season at the Club and others have joined much more recently, I welcome your feedback, ideas and suggestions. Thank you to Lena Angott, Membership and Marketing Director, and the Membership committee for all your hard work and dedication to the growth this past year.

The Food and Beverage team is working to create exciting dining experiences this winter. The team is working on creating wine dinners, continuation of the Crème de la Crème series, Friday and Saturday a la carte dining and other social activity programming to start in late January or early February of 2023. The Golf Professional staff is also making plans for the golf simulators. The simulators will likely start in very early January and will be located in the Ballroom. More details to come on these items soon.

Please remember the food minimum program is designed to encourage dining and support the food and beverage services at the Club. The minimum program is an annual one, and ends December 31. If you have a remaining amount on your annual minimum, make plans to join us in the Ross Grille for lunch or dinner. Lunch is available Tuesday - Sunday and dinner service is available Wednesday - Sunday. The a la carte dining has been extended this year to Friday, December 23. Hosting an event, large or small, also counts against the food minimum. There are several opportunities to host a group of friends, family, clients or office staff for a wonderful dining and social experience at your Club this month.

- Holiday Wine Tasting event - Friday, December 2
- Children's Holiday Brunch - December 4
- Holiday Ball - December 10
- Gingerbread House Brunch - December 11
- Holiday Lunch Buffet (great event for your office staff celebrations!) - December 14-16

My quote this month comes from Maya Angelou: "You can tell a lot about a person by the way they handle three things: a rainy day, lost luggage and tangled Christmas tree lights."

Wishing everyone a safe and joyous holiday season.

Derek Jacques, CCM
Chief Operating Officer

GOLF & AGRONOMY

The two golf courses – the North and the South - at Detroit Golf Club were designed by Donald Ross. Many changes were made through the years, and recent improvements have benefited players of all skill levels. A newer practice called Drill and Fill is a slow process that drills thousands of holes in each green and immediately replaces it with sand. The process drills deeper into the turf than traditional aeration. This practice provides better drainage to promote turf health resulting in better playability. XGD drainage systems have been installed under many greens on the courses. This has significantly helped turf quality and playability. Additional drainage pipe improvements are made annually in fairways.

Partnering with the PGA TOUR has provided more knowledge and insight that has been utilized to provide outstanding playing conditions on a daily basis for the members. Areas damaged from spectator structures are quickly repaired and are playable in the later part of the season. PGA TOUR players consistently comment on the high quality of the course.



GOLF & AGRONOMY



Rocket Mortgage Classic Agronomy Team



Rocket Mortgage Classic PGA TOUR Professionals



PGA TOUR Practice Round Play



XGD Drainage System Installation

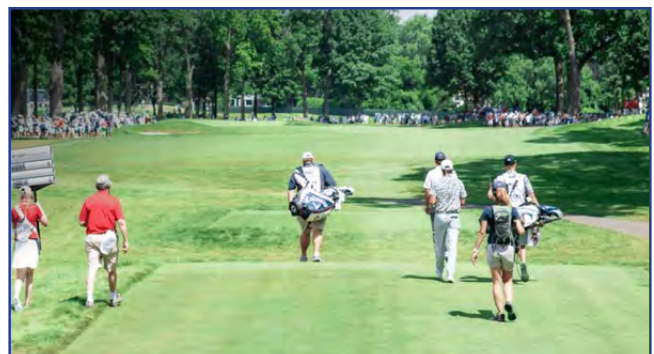


Drill & Fill Process



Drill & Fill Process

GOLF & AGRONOMY



CAPITAL PROJECTS

Detroit Golf Club capital projects since 2018

- ✓ Chiller and boiler project
 - This project was completed with capital dollars on hand at the time
 - This boiler system ensures domestic hot water in all areas of the clubhouse and source water for hot water heating in multiple areas of the clubhouse
 - The new chiller replaced two old and non-efficient chillers. This chiller was designed with capacity for clubhouse use expansion.
 - Project cost \$600k

- ✓ Generator installation
 - 600Kva generator will provide power to entire clubhouse and cart building
 - Installation scheduled for December 2022 completion
 - Project cost \$300k

- ✓ Clubhouse fire safety system
 - Added audible and visual alerts
 - Changed out 600+ sprinkler heads
 - Added alarm control panels
 - Project cost \$150k

- ✓ Ballroom ceiling renovation
 - Installed BASWA ceiling product to add visual and sound deadening qualities
 - Completed in less than three months
 - Project cost \$200k

- ✓ Other smaller DGC projects included golf course restroom buildings, clubhouse sauna, flat roof replacements, lighting upgrades, carpeting projects, pool canopy acquisition and installations, tennis court resurfacing, halfway house knock-down and rebuild, golf course lightning protection system, golf course drainage.

- ✓ At other Clubs I've served:
 - Initiated and coordinated a geothermal system providing comfort heating and cooling for the entire clubhouse and became the source heat for the hot water system providing consistent temperatures in all rooms and significantly reduced monthly utility expenses and capital repairs
 - Coordinated installation of a reverse osmosis golf course irrigation source water system that provided significant financial savings in water expense
 - Hand-built a full service 12-person poolside tiki bar
 - Designed and installed wine locker walls

CAPITAL PROJECTS

Detroit Golf Club Strategic Planning Survey Results as of 9/18/18

- 291 total entries, while 173 people completed the winter survey (68% increase in response rate)
- Of the 291 total entries, 183 (63%) were from voting members (Class A, Class A Senior)
- The **average score** for each of the 7 potential projects

	All	Voting
○ First floor grille, pro shop, caddy shack	- 1.29	1.23
○ Patios	- 1.54	1.51
○ Women's locker room	- 1.76	1.77
○ Champion's grille	- 1.78	1.72
○ Champion's porch	- 1.91	1.90
○ Pool wing, locker rooms	- 1.99	2.00
○ Pool deck, bar	- 2.14	2.17

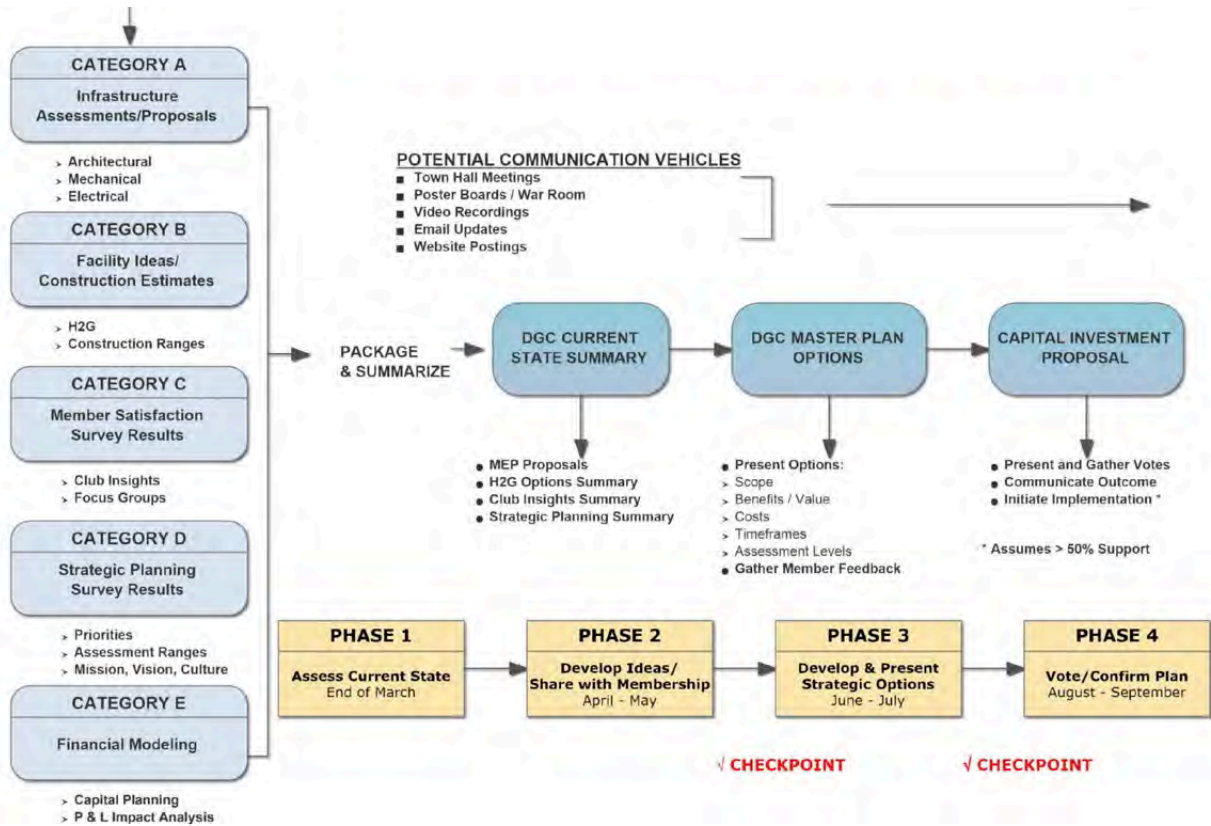
- Here's the distribution of scores (1 = Very important, 2 = Will support if majority does, 3 = Not important)

Project	1	2	3
First floor grille, pro shop, caddy shack	228 / 79%	38 / 13%	22 / 8%
Patios	167 / 59%	71 / 25%	44 / 16%
Women's locker room	130 / 45%	95 / 33%	62 / 22%
Champion's grille	135 / 47%	79 / 28%	73 / 25%
Champion's porch	105 / 38%	87 / 31%	91 / 31%
Pool wing, locker rooms	82 / 29%	109 / 39%	91 / 32%
Pool deck, bar	64 / 23%	106 / 37%	113 / 40%

- For the question related to the **duration** of the project
 - 73% prefer short term (less than 5 years)
 - 21% prefer medium term (5 to 10 years)
 - 5% prefer long term (more than 10 years)
 - 1% prefer never
- **Threshold** for the long-term approach
 - 44% prefer Moderate (\$100/mo.)
 - 34% prefer Aggressive (\$150/mo.)
 - 20% prefer Conservative (\$50/mo.)
 - 2% prefer No Funding (\$0/mo.)
- For the question related to the **start date** of the project
 - 96% prefer urgent or soon (within the next year)
 - 3% prefer a couple years in the future
 - 1% prefer never
- **Threshold** for short-term approach
 - 50% prefer Conservative (30%)
 - 30% prefer Moderate (60%)
 - 15% prefer Aggressive (100%)
 - 5% prefer No Funding
- For the question regarding the **funding strategy**
 - 78% prefer the long-term approach
 - 22% prefer the short-term approach
- Frequently mentioned comments (that may influence the draft strategy) include
 - Need to look at the investment by membership category; some believe that House members should pay the same as Class A since they will benefit equally from the improvements
 - Consider a hybrid financing method (assessment and debt) to manage the financial hit and minimize resignations
 - Some people don't like some of the interior design in the renderings (e.g., carpeting, furniture, etc.)

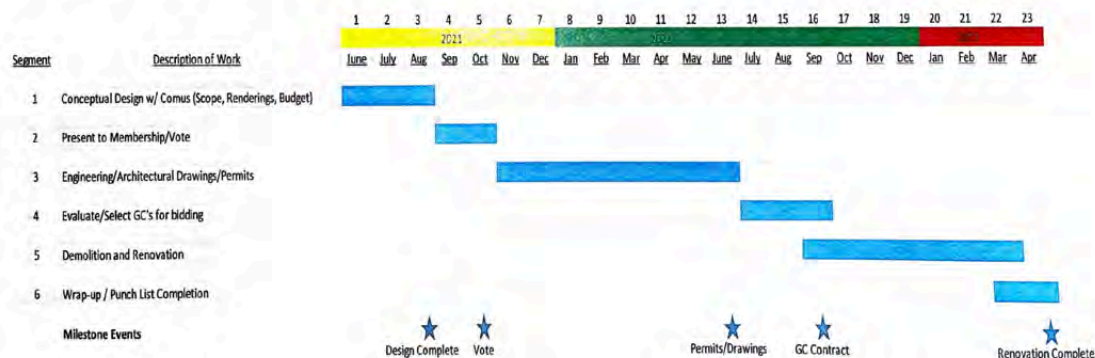
CAPITAL PROJECTS

Detroit Golf Club Planning Process Timeline





Renovation Process Overview

- Recent Strategic Planning and Renovation Overview
 - Sep 2017 - Studio H2G begins clubhouse conceptual design.
 - Feb 2018 – Conducted preliminary survey to understand membership interests and willingness to invest in clubhouse improvements.
 - May 2018 – Conducted first Town Hall meeting to review Studio H2G material, membership approves infrastructure project(s).
 - Jun 2018 – Hired Comus Consulting to leverage SH2G’s design and develop architectural drawings and construction estimates.
 - Aug 2018 – Conducted second Town Hall meeting to review designs, cost estimates and continue feedback process. Also hosted four informal information sessions for two weeks after the Town Hall.
 - Sep 2018 – Conducted survey to gather feedback from members.
 - Nov 2018 – Board presents proposal to members, 74% in favor of moving forward with KCE Phase I
 - Jan/Feb 2019 – House committee issued RFP for construction, recommended DeMattia, confirmed by Board
 - KCE Phase I was started in fall of 2019, delayed two months by COVID, finished on budget in late spring 2020
 - Dec 2021 – Board presents proposal to members, 74% in favor of moving forward with KCE Phase II
- KCE Phase II Timeline – About 2 years from start to finish



CAPITAL PROJECTS

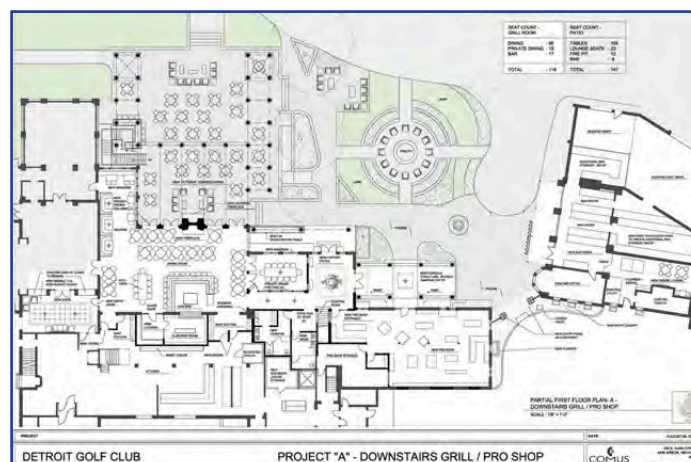
ESTIMATED CONSTRUCTION COST-
TOTAL FOR ALL PROJECTS:
\$10,000,000

PROJECT: DETROIT GOLF CLUB DATE: NOVEMBER 16, 2016
COMUS

Planning Process Goals



- Engage the membership, understand priorities and willingness to invest
- Move through the process at a pace which allows us to gather broad membership feedback and make good decisions
- Present multiple options with information needed to support good decision making
- Inspire our members about the future, while also being practical about levels of investment
- Create a plan that will help attract and retain members



CAPITAL PROJECTS



Ross Grille Before



Ross Grille After



Ross Grille Before



Ross Grille After



Ross Grille Before



Ross Grille After



Ross Grille Before



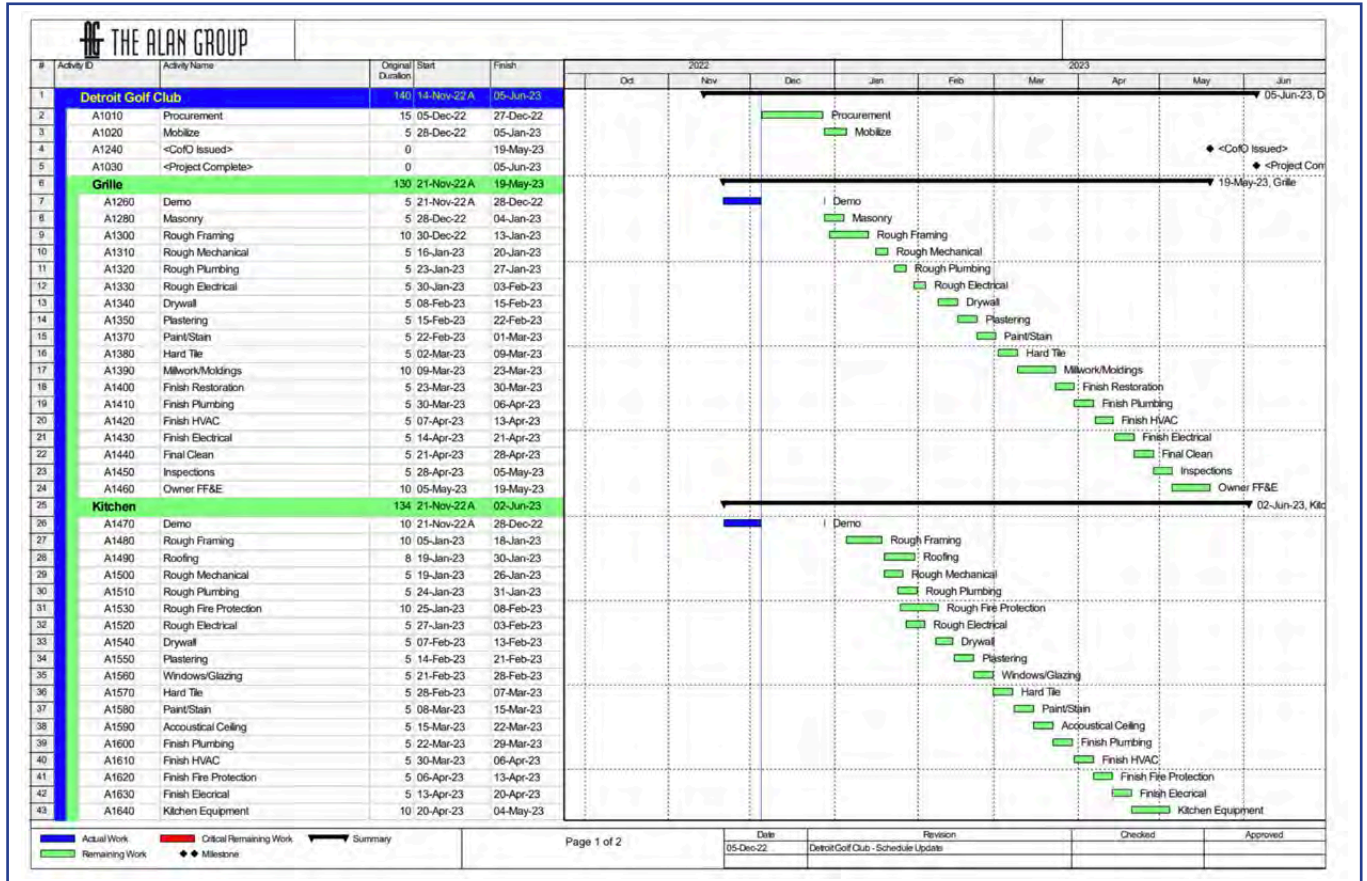
Ross Grille After

CAPITAL PROJECTS

Detroit Golf Club Kahn Clubhouse Experience (KCE Phase II) Coordination Log

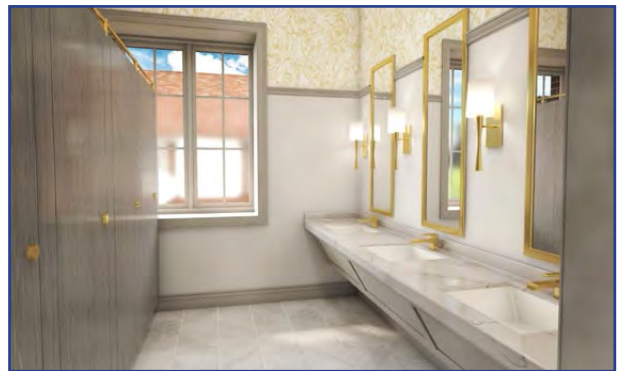
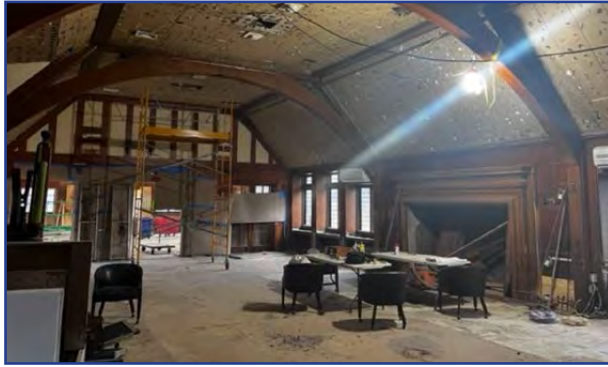
ID	Name	Brief Description	Originator	Date Originated	Lead Responsibility	Status	Date Resolved	Resolution/Comments
Administrative								
A-1	Asbestos testing/remediation	Testing complete, remediation quote from EME provided from Derek to TAG	Derek		TAG	O		EME began 12/8/22
A-2	Banquet schedule	Scheduled events as of 10/18/22 provided to Comus and TAG 10/23/22	Derek		TAG	C	10/23/2022	coordinate work access/noise with catering
A-3	agreements	Finalize agreement with TAG	Derek		Alli	C	11/7/2022	working with Trey Brice to create document
A-4	Value engineering	VE list completed at 10/21/22 meeting	Alli		Alli	C	12/9/2022	changes need to be reflected in change bulletins and reflected in updated TAG proposal and timelines
A-5	Back dock repairs	make repairs to back dock area	Justin	3/2/2022	Dan, Todd	O		Fascia, rubber roof have been replaced. Replace back dock doors may be added on at a later date per 11/11/22 mtg
A-6	VE drawings	need updated drawings with VE changes	Committee		Comus	C	12/2/2022	Due by Monday 11/21/22
Womens Locker Room								
WLR-1	mirrors	Meghan has two mirrors and wants to incorporate them above sinks. Plans call for three sinks - add a mirror or reduce number of sinks?	Todd		Todd/Meghan	C	12/2/2022	Verified as too big
WLR-2	wall height	all walls in entry should go to ceiling	DGC		Dan/TAG	C	12/2/2022	confirmed
WLR-3	lounge sprinkler heads	lounge ceiling to be lowered to conceal sprinkler pipes, heads will need to rotate 180 degrees	Comus		Dan/TAG	O		TAG to issue RFI to Comus, will impact budget
WLR-4	pipe rerouting	may need a different size pipe and a different route than originally spec'd, about 90° run	TAG	12/9/2022	TAG	O		Dan working with TAG on possible respecting
WLR-5	HVAC unit	spec'd unit no longer available	TAG	12/9/2022	Tag/Dan	O		supplier does not have spec'd unit, looking for a different model, attic placement
WLR-6	cigar bar exhaust window	planning for exhaust work - may need to keep a chase available for future work	Comus	12/9/2022	Comus	O		need to finalize cigar bar plans for exhaust air
WLR-7	toilets	will need to replace toilets	Comus	12/9/2022	Comus	O		Comus to spec new toilets, due to color of existing toilets
Champions Grill								
CG-1	Security system	quote being sought	Derek		Derek	O		met with contractors 12/2/22
CG-2	Trophies for trophy case	historical pieces	Keith, Derek		Keith, Derek	O		trophies ordered by Derek
CG-3	Sound system	Placeholder in budget. Need to add allowance for speakers.	Derek		KCE II committee	O		speakers to be added to scope. Derek to look into provider.
CG-4	chandeliers	replace	Todd/Dan		Todd/Meghan	E	11/11/2022	place in club storage, will not be reused
CG-5	exterior door	may need to widen doorway	Dan		Dan	C	3/2/2022	verifying with code compliance
CG-6	fire suppression system pipes	keep exposed, as is	Dan		Dan, Todd	C	11/11/2022	pipes to remain unchanged and exposed
CG-6	Stenciling	remove and replace painted and sticker stenciling, new placements may be in different locations	Todd/Dan	11/17/2022	Heritage/TAG	O		TAG to obtain quote for all stenciling to be replaced, Heritage to determine layout of new stenciling, get contractor info from TAG for our future additions of champions
Kitchen and Bar								
KB-1	Beer system	quote received from Leonards, 8 taps	Derek		Derek	O		seeking 6-tap quote, also asked for item price for dispensing tower (item is also included in FSE quote)
KB-2	Pop system	quote requested from Leonards	Derek		Derek	O		multiple inquiries with Leonards
KB-3	POS system	quote sought	Derek		Derek	O		seeking quote from Buzflex, walked site 12/2/22, has plans and items needed
KB-4	display case/kitchen storage	create storage space in kitchen? Keep display case as is designed? Create a little of both?			Derek/Chef	C	3/2/2022	bump out trophy case so it may be used in kitchen and CG
KB-5	salad bar area	solid wall design	Dan		Dan/Todd	C	3/2/2022	Comte agreed 3/2 to remove all base tile
KB-6	Kitchen FRP	FRP to go over existing wall tile	TAG		TAG	C	12/2/2022	any reduction from wall tile demo?
South Lounge								
SL-1	ceiling	will need to be exposed for plumbing work	Todd		Todd/Dan	O		BASWA to be used per original specs.
SL-2	plaster repairs	TAG to quote for repairs to wall plaster repairs - outside of KCE II budget	Derek		TAG	O		TAG to obtain quote
Sunroom								
S-1	ceiling	will need to be exposed for plumbing work	Todd		Todd/Dan	O		what material will be used for ceiling?
Walkway								
W-1								
HVAC								
H-1	REUSE UNITS	AHU 18 AND 8	KCE II CMTE	11/18/2022	COMUS, TAG	C	12/2/2022	space walked following 11/23/22 meeting. Dan to create updated drawings
Inspections and Permits								
IP-1	Initial permit	add TAG to permitting process with City	Derek		Comus	C		Permits approved 10/24/22
IP-2	Notice of Commencement	filed with Wayne County Register of Deeds	Derek		Derek	C	10/31/2022	
IP-3	walk through of site	need to schedule walk through with city permitting	TAG	12/9/2022	TAG	O		calls from city not being returned to TAG
Butler's Pantry in FDR								
BP1	chase	chase to be installed for pop and beer lines	Dan		Dan	O		may add some shelves in same area
BP2	door	install a wall in current opening between BP and FDR	Dan/Todd		Dan	O		add to drawings - wall
FFE								
FFE-1	chair selections	need to determine chairs and bar stools	Comus		KCE II Committee	O		confirmed order with Todd 12/8/22, long lead time may mean project completion without new chairs and stools

CAPITAL PROJECTS



KCE II REVENUE/COSTS		
KCE II Net Funds Available as of 10/31/22	\$5,165,430	
Member Approved Total Costs To Be Incurred	\$5,150,000	
KCE II Costs:		DGC Dollars
<u>Incurred pre 1/1/22:</u>		Outflows TD
Stairway	(\$50,900)	\$50,900
Comus	(\$62,517)	\$62,517
Pesta	(\$11,520)	\$11,520
HVAC/MEP Studies	(\$5,500)	\$5,500
Actual Project Costs:		
Comus Fee	(\$231,382)	\$153,289
Comus Expenses- incurred to date	(\$1,211)	\$1,211
MEP Engineering- per Comus contract	(\$20,000)	\$19,470
Structural Engineer- per Comus contract	(\$15,000)	\$6,070
Equipment Design Fee- per Comus contract	(\$8,350)	\$8,350
Alan Group Contract (includes FSE)	(\$3,933,513)	
Performance Bond	(\$34,491)	
Champ Grill Wall Re-finishes	(\$8,495)	
Comus- Cost Revision Proposed Fee	(\$8,200)	
FSE Cost Differential	\$15,114	
Asbestos Testing	(\$5,700)	\$2,850
Asbestos Removal	(\$21,200)	
Furniture/Fixtures (w/o cont.)- per Comus	(\$317,098)	
Construction Risk Insurance	(\$8,732)	
Permits	(\$23,817)	\$23,817
License	(\$37)	\$37
Sound System	(\$3,000)	
Ceiling in South Lounge and Sunroom	(TBD)	
Grill Room fireplace insert/surround	(\$22,000)	
Fireplace accent tile	(\$18,000)	
Signage and plaques	\$0	
Security System	(\$7,500)	
Draft beer system	(\$10,163)	
Pop system	(\$6,000)	
POS system	(\$6,000)	
Sale of bar and cooler	\$2,000	
Total	(\$4,692,775)	\$345,531
Contingency as of 11/13/22	\$326,788	

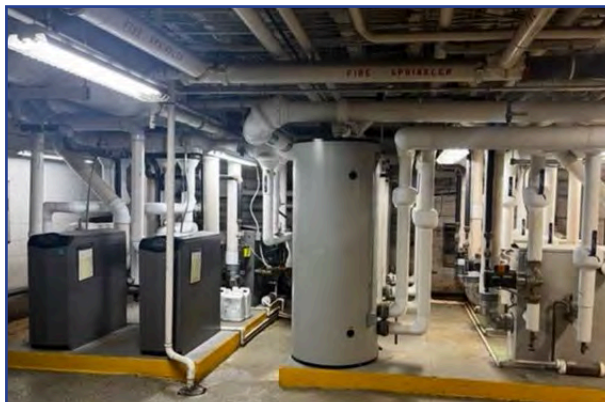
CAPITAL PROJECTS



CAPITAL PROJECTS



Brief Description	Date Originated	Lead Responsibility	Status	Expense	quote or Est	target completion	Resolution/Comments
1 Carpet in all newly carpeted banquet areas	7/8/21	Derek/Todd	O	\$0	re-do	1/31/23	carpet repair began 8/10/22, carpet replacement in FDR and Card Room will occur January 16-17 timeframe. Aaron completed rework Oct 10.
2 Generator system	7/6/21	Jim/Derek	O	\$300,000	est	week of Oct 17 Installation	in place, final trainign, hook ups and testing needed. fire system panel ordered through TSFP.
3 Clubhouse roof cleaning	9/23/21	Jim	O	operations	operations	spring 2023	testing cleaner on various roof areas; Justin will reach out to Doug to see if there are options. Stone Restoration and Royal Roofing performing test cleaning.
4 paint roof above Cystal room		Jim	O	operations	operations	5/31/23	Jim coordinating in house painting as weather permits
5 carpet at top of stairs to men's locker room		Todd	O				needs to have cove molding replaced. Revisit full replacement plan when redoing mens locker room carpet
6 window replacements	2/8/22	Jim	ordered	\$87,000	quote	1/31/23	needs 30-40 degree weather for install. May be opp in January or Feb, windows on contractors site.
7 create management office space		Derek	O	\$25,000	est	4/1/23	possible winter work with KCE II contractors
8 Cigar bar air filtration, heating/cooling		Jim	O	\$349,585, \$248,000	prior quotes	5/1/23	Jred working with COMus on final architectural drawings and specs
9 Fitness room hvac unit replacement		Jim	O	\$26,000		12/31/22	installed early December, need to finish sealing the ceiling
10 Formal Dining Room furniture	10/19/22	Jane, April	O			5/1/23	
11 indoor furniture for the Stand		Skip	O			5/15/23	Comus may find some options, visited site 12/2/22
12 carpet for the Stand - deep clean	11/7/22	Skip	O			5/15/23	Comus to provide options, visited site 12/2/22



CAPITAL PROJECTS



DETROIT GOLF CLUB

A LETTER FROM THE COO

Dear Member,

We are excited to announce that The Alan Group's mobilization and demolition for KCE II will begin Monday, November 14. This activity will occur in the Women's Locker Room, the Champions Grill and the rear of the Clubhouse lawn and Sundial patio areas. These areas will be closed to Member access until mid-May. Substantial completion of KCE II is expected by May 22, 2023.

There is a lot of work that the management and maintenance teams need to complete prior to November 14. Activities such as disconnecting and relocating all Champions Grill kitchen and bar equipment, disassembling of and relocating of furniture to be saved, removal and storage of TV's and artwork, removal and storage of locker room attendant equipment, and removal and storage of all products and supplies will occur after close of business Friday, November 11, at 4pm. The Champions Grill and Cigar Lounge will be closed as of 4pm Friday, November 11. **Items from the women's lockers must be cleared no later than Friday, November 11.**

Beginning Saturday, November 12, and continuing through Friday, December 23, lunch service ordinarily provided in the Champions Grill from 11-4 Tuesday – Sunday will move to the Ross Grille. Hours of service will remain 11-4 Tuesday – Sunday. Regular lunch menu and bar service will be available.

The KCE II committee consists of Martin Renel, Stuart Michaelson, Patrick Kanary, Kevin Dolan, Danny Asante-Appiah and myself. Other committees have been and will be providing input at certain points during the project as well. We are partnering with Comus and The Alan Group to complete all design and construction work. We are very excited about the upcoming improvements in each of the KCE II areas. Periodic communications will be sent as progress is made.

Sincerely,

Derek Jacques
Chief Operating Officer

ACCOLADES

Another style of my management is to share the thank-yous and positive feedback I receive from members and guests.

I copy and forward written gestures of appreciation I receive to appropriate personnel. I also post these notes on employee information boards and other places employees commonly search for information. When a thank-you is verbally shared with me, I pass along the message to the staff and encourage them to continue what they are doing well. I like to acknowledge the efforts of others publicly, and use that as another tool to help build confidence in every team member.

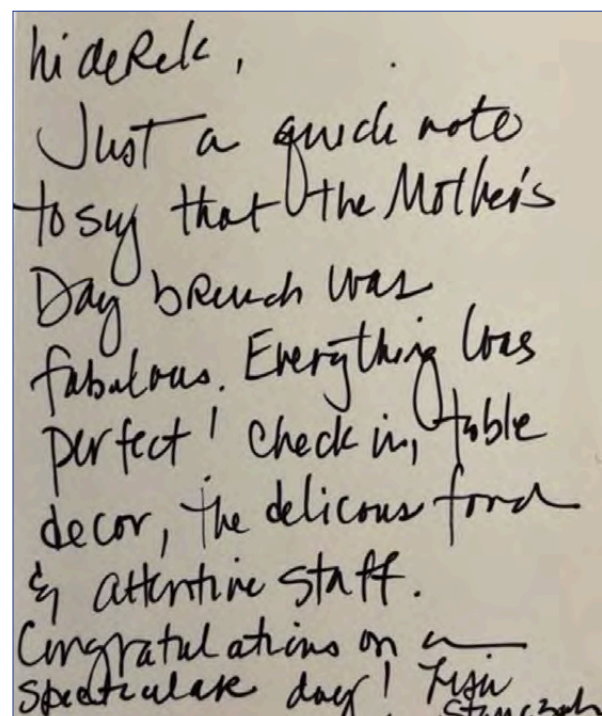
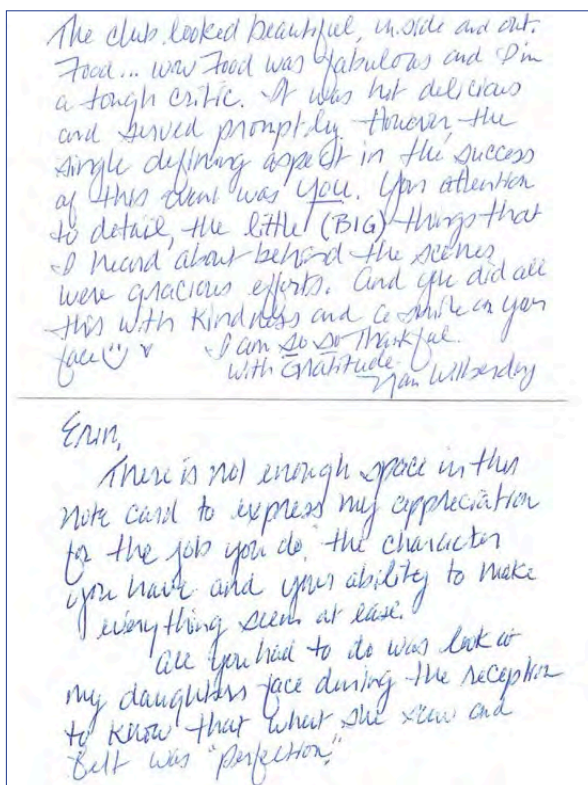
I have been a part of the PGA TOUR's Rocket Mortgage Classic at the Detroit Golf Club since its very first meeting with Quicken. From the initial meetings and through each of the four unique years of the event, I received countless commendations from members, the host organization, TOUR officials, event attendees, DGC staff, players, caddies, media, local residents and volunteers expressing their appreciation for the fine hospitality and high-quality experience provided by the Club. In September 2022, the host organization and the PGA TOUR extended their tournament facilities agreement for an additional five years, thus affirming their confidence in our great partnership.

Another one of the highlights of my career is serving my alma mater. As a graduate of Ferris State University's Hospitality Management program, I was asked to serve on their program's advisory board. This was a great experience that enabled me to share real-life experiences with students entering the industry, enhance relationships with the program coordinators and learn about the workforce of tomorrow.

I am a long-standing member of the Club Management Association of America (CMAA). I am also actively involved in the CMAA local chapter, the Greater Michigan Club Managers Association, where I serve as the past president. I was voted onto the board and the board positions of treasurer/secretary, vice president and president by my fellow association peers. I am proud to be associated with these associations and to have had the support of my colleagues to serve them.

Under my leadership, Detroit Golf Club was named the 2019 Course of the Year by the Michigan Golf Course Association. I invited my golf course superintendent to join me in accepting the award and sharing in the recognition.

I am very grateful for the acknowledgments I have received from members, guests and employees. I do what I do because I believe in taking great care of people and providing outstanding experiences and genuine hospitality.



ACCOLADES

Derek,
 THANK-YOU. DEREK, WE JUST HAD OUR 5TH
 GOLF DAY AT THE AND SOMEHOW, EVEN WITH A RAINY
 START, IT WAS THE BEST YET!
 THE CLUB & COURSE WERE IN GREAT SHAPE - THE
 FOOD & GOLF STAFF WERE FANTASTIC - AGAIN!
 AS MENTIONED, REALIZE THE CHALLENGE OF DELIVERING
 THE BEST & BEING PROFITABLE - GREAT JOB & KEEP UP
 THE GOOD WORK. Sincerely, Ken.

Shimon G. Levy
 Derek,
 Thank you for your steadfast
 leadership and vision for the DGC.
 We continue to all be better for it and
 the best is yet to come. Looking
 forward to continue growing & collaborating
 on the F&B Committee.
 Onward + upwards
 Happy Hth! Shimon G. Levy

To: Derek Jacques

On Sunday, December 4th, we had a 50th birthday celebration for our daughter at the club. We dined in the small private room in the first-floor grill. This was a special occasion for our family since it was our daughter's first opportunity to dine out in four years after having dealt with some serious medical issues. We wanted to let you know how wonderful the staff was in the days leading up to the party and especially the night of the celebration.

David, the maitre'd, was so helpful and made sure the room and table looked beautiful—even down to the red napkins folded like Christmas trees. He made sure that a terrific server, Leah, was assigned to our event. She was calm, efficient, friendly, patient, and accommodating—a pleasure to have as a server. All fifteen attendees ordered from the menu; and kudos to the chef, Darnell, everyone's meal was delicious. Also, in the week before the party, we asked Darnell if it would be possible to order a fruit flan, our daughter's favorite dessert. He passed this request on to Amanda to whom we owe special thanks for creating not only one flan, but also six additional ones. They were a feast for the eyes and the palate and ranked among the best we have ever tasted.

We really appreciate the memorable evening we had at the club and are grateful for the staff who helped make it special.

Sincerely,
 Ed and Karen Bernacki

Derek,
 Thank you so much for allowing
 me to visit the DGC and
 play the North course. I had
 a great time & loved every
 minute of it. Thanks Again!
 Matt

ARBURY The Service You Deserve... Expertise You Can Trust.
 INSURANCE AGENCY

Derek -
 You have done an
 outstanding job this year. It
 has been a pleasure working
 with you.
 Yours -
 Jane

ACCOLADES

Derek Jacques

From: Keith Studzinski
Sent: Friday, May 3, 2019 8:56 AM
To: 'Andy Glassberg'; 'Danny Asante-Appiah'; 'David Sass'; 'Derek Jacques'; 'Gary Merrifield'; 'Jason Drumheller'; 'Joel Keiper'; 'Mark Douglas'; 'Pat Flynn'; 'Skip Lemon'; 'Steve Cenko'; 'Todd Antenucci'
Subject: RE: Yesterday's DEC Event

I would echo Mr. Glassberg's comments about the staff ... Quicken or the RGF should have no doubts about the staff providing great food and excellent service for them during the event
Commissioner Jay Monahan has his position for a reason ... he definitely did an excellent yesterday

Keith

From: Andy Glassberg [mailto:amgberg1040@gmail.com]
Sent: Friday, May 03, 2019 2:27 AM
To: Andy Glassberg; Danny Asante-Appiah; David Sass; Derek Jacques; Gary Merrifield; Jason Drumheller; Joel Keiper; Keith Studzinski; Mark Douglas; Pat Flynn; Skip Lemon; Steve Cenko; Todd Antenucci
Subject: Yesterday's DEC Event

Directors,

All who were able to come were able to feel the positive energy yesterday's Detroit Economic Club's event generated at the Club. PGA TOUR Commissioner Jay Monahan was absolutely fabulous...and DGC shone.

Derek and the F&B team really killed it. I got lots of positive comments from various non-DGC members who attended the event. The feedback from the Commissioner and other TOUR officials about the course preparation and our readiness was also spectacular. Thanks to Keith and Jake for all their incredibly hard work and attention to detail that really shows.

The buzz is growing! Attached is an article in today's Detroit News. More ahead of us!

AG



National Kidney Foundation®

of Michigan

1169 Oak Valley Drive • Ann Arbor, Michigan 48108 • In State 800-482-1455 • 734-222-9800 • Fax 734-222-9801 • www.nkfm.org

December 31, 2014

Red Run Golf Club
Attn: Derek Jacques
2036 Rochester Rd
Royal Oak, MI 48073

Dear Derek,

Thank you for supporting the National Kidney Foundation of Michigan's (NKFM) 2014 Kidney Ball by donating merchandise and/or services valued at \$500.00. Your support is appreciated and meaningful in helping the NKFM accomplish its mission to prevent kidney disease and enhance the lives of those living with it.

The NKFM helps more people with more programs and services than any other Kidney Foundation in America. This is important because nearly one million people in Michigan have chronic kidney disease (CKD)! Most of the time, the progression of CKD to kidney failure can be prevented or delayed if diagnosed early enough. As a result, our highest priority is to help people avoid kidney failure through early diagnosis and treatment.

The NKFM also significantly helps people who have already experienced kidney failure. We know the many challenges that exist for people needing life sustaining dialysis or transplantation. Our programs range from emergency assistance and peer support to Kids Camp. We also support patients by helping them to manage their disease and to set personal goals. Your support helps the NKFM make a difference.

Please consider this letter as your receipt. Your gift is tax deductible as allowed by law. Our tax identification number is 38-155994.

Thank you again for your contribution to the NKFM. On behalf of the thousands the NKFM serves, thank you for helping to make lives better.

Sincerely,

Sharon Hardin
Event Coordinator

Amount of Gift: \$500.00 Date of gift: 12/6/2014 Type of gift: This package includes a foursome of golf with carts, FMV of goods/services received: \$0 Designation of gift: General Fund

P.S. For more information about the National Kidney Foundation of Michigan or the problem of chronic kidney disease visit our web site at www.nkfm.org

ACCOLADES



Twenty-Fifth Annual
HICKORY STICK INVITATIONAL
 P.O. Box 640 Walled Lake, Michigan 48390

November 28, 2022

Derek Jacques
 Detroit Golf Club
 17911 Hamilton Rd
 Detroit, MI 48203

Dear Derek:

The final results are in and The Hickory Stick Invitational made a \$70,000 (net) contribution to the Evans Scholars Foundation to help send deserving caddies to college. The event has contributed over \$900,000 since its inception.

We want to say thank you, once again, for your generous donation of the rounds of golf for the tournament. The event was a big success and your club's participation made a difference.

Your contribution is a testament to the spirit of generosity and comradeship which are integral parts of the great sport of golf.

The 2023 Hickory Stick Invitational will be Monday, September 11, 2023 at Edgewood Country Club. We hope you will be able to support us against next year.

With sincere gratitude,


 Mary Gillespie
 Co-Director

 Chuck Plein
 Co-Director

Handwritten note: How great once again. Thank you for your so great effort. Love. We appreciate it.

cc: Al Lewis, Elizabeth Cunningham, Richard Huddleston, Keith Hazely

PS: Learn more about Evans Scholars and The Hickory Stick Invitational at
www.hickystickinvitational.com
www.facebook.com/pages/The-Hickory-Stick-Invitational/115436938547277
www.wgaesf.com



October 14, 2014

Board of Directors
 Red Run Golf Club
 2036 Rochester Road
 Royal Oak, MI 48073

Dear Board Members:

Last Saturday night, October 11, I sponsored my high school class reunion at our Club.

We had a turnout of 142 classmates and spouses and my wife Sandy and I could not have been more pleased with the handling of the entire event.

Nathalie Fregonara did an excellent job of dealing with the reunion committee, organizing the layout of the room, providing very helpful suggestions, assuring the proper timing of the cocktails and dinner and handling all of the last minute details.

Chef Ed Evans provided a dinner that was absolutely superb in the preparation, selection and presentation.

The entire Red Run staff involved with the event enabled us to have a faultless evening.

We received numerous compliments about the Club and that made us very proud to have had the event at Red Run.

Sincerely,

Bruce A. Rodwan

Derek Jacques

From: Jeff Applebaum <jeffa@goldstarmail.com> on behalf of Jeff Applebaum
Sent: Monday, December 19, 2022 9:49 AM
To: Erin Weimann; drichardson@detroitgolfclub.org
Cc: Derek Jacques
Subject: Gold Star Holiday Party

Good Morning,
 I just wanted to let you know what a fantastic time the Gold Star crew had at DGC Saturday night. Compliments to you and your staff on doing such a great job. The set up and the food could not have been better. They entire staff was so welcoming that it really made it easy to have a good time. Thanks again and I hope you and your families have a happy and safe holiday season.

Jeff Applebaum, President
Gold Star Products
 P. 248.548.9840 F. 248.548.9844
 21680 Coolidge Hwy. Oak Park, MI 48237




Covid-19 Vaccinated
 For You - For Me - For Us

Detroit Golf Club named 2019 Michigan Golf Course of the Year



Posted at 11:49 AM, Oct 10, 2019 and last updated 11:49 AM, Oct 10, 2019

(WXYZ) — Detroit Golf Club hosted the first-ever PGA Tour event in the city of Detroit this year, and now, they're being recognized as Michigan Golf Course of the Year.

- [Rocket Mortgage Classic moving to the end of May in 2020](#)

The club, founded in 1899, was recognized by the Michigan Golf Course Association. Jada Paisley, the executive director of the MGCA, said the quality of the course and excellence of the management team put it at the top.

"We are both proud and humbled to have been selected Golf Course of the Year," said Derek Jacques, chief operating officer for Detroit Golf Club. "That's two major wins for DGC and Detroit in one year."

The course started with just six holes, and now has 36, and it drew rave reviews following the inaugural Rocket Mortgage Classic.

According to the MGCA, they recognize a course that meets four criteria: exceptional quality of the course, ownership and management, contribution to its community and a contribution to the game.

"Detroit Golf Club put us back on the map," said MGCA Board President Robert Koutnik of Fox Run Country Club in Grayling. "Hundreds of thousand golfers and golf fans got a glimpse at our great state and city because of Detroit Golf Club. We're back!"

The Rocket Mortgage Classic is returning to DGC in 2020, taking place from May 26-31.

Detroit Golf Club Hosting GAM Tournament of Champions Monday

October 8, 2018



DETROIT — Before Detroit Golf Club hosts the return to Michigan of the PGA Tour next June, the historic club will host the Golf Association of Michigan's Tournament of Champions Monday.

A field of 77 golfers, 58 men and 19 women, all eligible for having won a GAM member club championship or a GAM title during the 2018 golf season, will play a final 18-hole stroke play tournament to determine male and female champions. The men will play the North course and the women will play the South course.

Legendary architect Donald Ross designed two courses, or 36 holes, at Detroit Golf Club, which was founded in 1899 and featured the Ross-designed courses by 1918. The South course currently plays to 6,098 yards and the North course plays to 7,013 yards.

Detroit Golf Club will host the Rocket Mortgage Classic next June 24-30, marking the first tour event within the city limits and the first PGA Tour event since the Buick Open left Warwick Hills in Grand Blanc in 2009.

The club is a focal point of golf history in the state, including the Albert Kahn-designed clubhouse that was completed 100 years ago in 1918, and of course the 36 holes originally designed by Ross.

In addition, golf legend Horton Smith who won 32 PGA Tour events in the tour's infancy, won the first Masters Tournament as well as the third, and was unbeaten in five Ryder Cup appearances, was the head golf professional from 1946 until his death in 1963 following his military service during World War II. The PGA of America, which he served as a president in the 1950s, continues to name national and section awards for golf education in his honor. In addition, the club hosts the annual Horton Smith Invitational each spring and invites the elite male golfers from across the state.

Detroit Golf Club has been a standout member of the GAM and hosted several championships in its history. Derek Jacques is the general manager, Jon Gates the head golf professional and Jake Mendoza the golf course superintendent. For more information on the private club see detroitgolfclub.org.

Red Run Golf Club celebrates 100 years of golf, friendship

By [Jeanne Towar](#) | Oakland Press

PUBLISHED: August 8, 2014 at 1:29 p.m. | UPDATED: June 17, 2021 at 7:47 a.m.

For 100 years, Red Run Golf Club in Royal Oak has been a destination for those seeking a challenge on the links.

It has also been a major influence in the greater Royal Oak community, with countless lifelong friendships made and business deals finalized during a round of golf or lunch on the patio.

"We've had great ambassadors to the game of golf as members here," said Red Run General Manager Derek Jacques, who began his career as a Red Run caddie. "That's what the club was built around.

"Early on, we were totally golf focused and male dominated. In the 1940s or '50s, if you were a low single digit or scratch golfer, this was the place to be."

Golf greats like Ben Hogan, Walter Hagen, Gene Sarazen, Sam Snead, Arnold Palmer, Byron Nelson and noted amateur Chuck Kocsis have played the award-winning 18-hole course, originally designed by Tom Bendelow and redesigned in 1916 by World Golf Hall of Famer Willie Park Jr.

As the world has changed, so has Red Run. Long known for the excellence of its golf program, the club's focus now includes the whole family, as well as the community.

"We've really evolved into a family club with still a great respect for our history," Jacques said. "Mom and dad were members and now their kids and grandkids are members. I call them generational."

One of those generational families is the Robinsons. Dad Peter Robinson and son David both joined in 1985 and both have served as club president. David's brother, Rick, also belongs to Red Run, and at one time both sisters were members. David's three daughters grew up there.

"It is a wonderful golf club with the kind of golf course you never get tired of playing," David said. "It's also a great place for families; you make indelible friendships here."

David, who is now vice-chairman of the national Evans Scholarship Foundation, is justly proud of Red Run's caddie program and the 130 to 160 boys and girls who participate every year.

Michigan caddies compete for four-year, full-ride Evans Scholarships to the University of Michigan or Michigan State University. Eighty-six Red Run caddies have been Evans Scholars since Robert McMasters became the first in 1952. McMasters went on to graduate from U-M, join Red Run in 1974, and serve as club president in 1984. He remains a member to this day.

Detroit Free Press

GOLF

How Detroit Golf Club actually thrived between Rocket Mortgage Classic events



Carlos Monarrez

Detroit Free Press

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Presiding over an historic golf club brings its own challenges in any year. Doing so during a pandemic adds another layer of difficulty. And trying to navigate unprecedented levels of uncertainty while planning a PGA Tour event is the kind of task that could shake anyone's confidence.

"I think many of us felt like air-traffic controllers in a storm trying to land planes and make sure that nobody gets injured along the way," Detroit Golf Club president Skip Lemon said of his fellow golf club presidents.

That the Rocket Mortgage Classic rebounded from last year's fan-free event to achieving something close to normalcy this year — while Detroit Golf Club and its membership thrived during COVID-19 — is proof that Lemon and the club's leadership not only landed the plane but hit the runway smoothly and arrived at the gate early.

FASHION STATEMENT: Bubba Watson wears Michael Jordan's old shoes, shoots 67

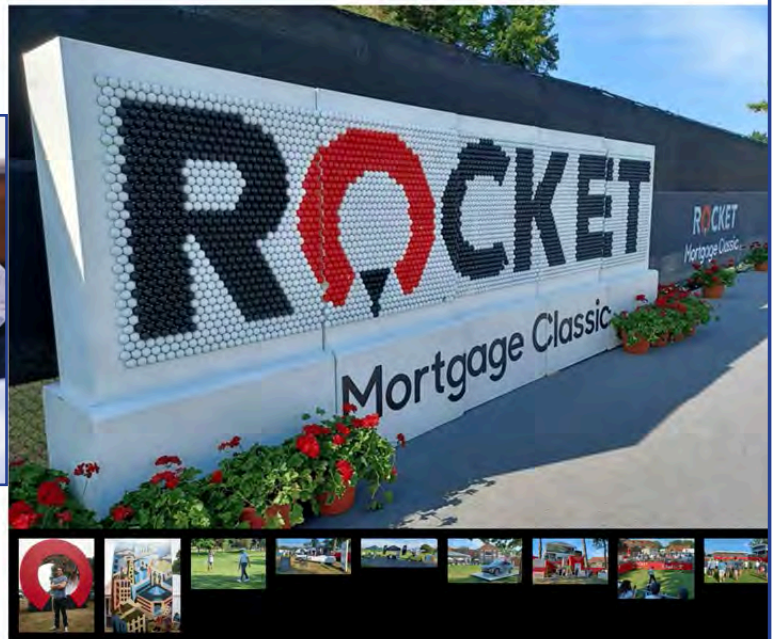
ROUND 2: Bryson DeChambeau owes the Rocket Mortgage Classic — and Detroit — a lot more than silence

PHIL-ANTHROPY LESSON: Rocket Mortgage Classic fans want more Mickelson: 'Come back to Detroit, Phil!'

COMMUNICATIONS/IN THE NEWS

Rocket Mortgage Classic fuels excitement, revenue boom at Detroit Golf Club

KURT NAGL

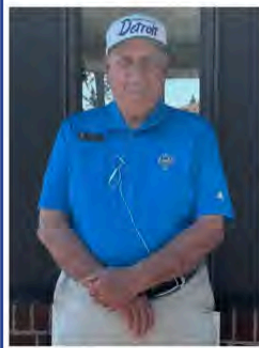


Professional golf tournaments are good for business.

That is clear from the latest installment of the Rocket Mortgage Classic, where attendance and sponsor participation paced up, and organizers enhanced the grounds with more grandstands and fan activations for Michigan's only PGA Tour stop, where play began Thursday.

"Best product we've ever had," Jason Langwell, executive director of the tournament, which is in its fourth year. "Best fan experience. Best field. It's the best we've had."

Employee Spotlight



One characteristic a great private club has is long-term employees that genuinely enjoy their roles. Mark Press is one perfect example of such an individual.

Mark started working at Detroit Golf Club in 1987. Previous to joining the DGC team, Mark served the membership of other fine local clubs like Meadowbrook and Franklin Hills. We are fortunate to have Mark as our own since 1987!

Through the years, Mark has served the DGC membership in many roles. Primarily found in the golf services areas, Mark has helped in the bag room, first tee services, range areas, and carts. Additionally, Mark has also been a valet and is now seen at the entrance booth welcoming members and guests where he always has a friendly demeanor and smile. Mark has a very welcoming presence and is very helpful with directing guests to the proper areas of the Club upon their arrival.

For the last twelve years, Angelique Kelly has become a very familiar face to many of the families using the pool year after year. Angelique oversees the Kids Stop room – an interactive and fun place for young children to come in from the pool area and enjoy a variety of daily activities. Angelique is often doing crafts with the kids, challenging kids with work scrambles, playing board games or completing puzzles, or cheering on kids playing sports on the Wii. Angelique has always been sure to keep the kids engaged in activity and having fun. Angelique is always ready to give your child/children the best experience they can have while at Kids Stop. Her favorite thing about Kids Stop is the friendship the kids have with one another.

Stop in to Kids Stop from time to time, if you haven't already, and check it out. Angelique is excited to interact with your child and is looking forward to this summer with all the kids. Thank you Angelique, for being such an important part of the children's programming at the Club!



Detroit Golf Club Undertakes \$4.5M Clubhouse Renovation, Hires New Golf Pro

In preparation for the 2020 season, including hosting the Rocket Mortgage Classic for the second year, the Detroit Golf Club has hired a new head golf professional and has undertaken improvements to its historic Albert Kahn-designed clubhouse.

By **Tim Keenan** - January 20, 2020



The Detroit Golf Club has made updates to its clubhouse and hired a new head golf professional in anticipation of the 2020 season including the Rocket Mortgage Classic. // Photo courtesy of the Detroit Golf Club

In preparation for the 2020 season, including hosting the Rocket Mortgage Classic for the second year, the Detroit Golf Club has hired a new head golf professional and has undertaken improvements to its historic Albert Kahn-designed clubhouse.

The Rocket Mortgage Classic, successful in its inaugural June date last year, moves to May 25-31 in 2020 for the first annual match. Overseeing the tournament will be the club's new head golf pro, Josh Upson, who most recently serving as head golf pro at Medinah Country Club in Illinois.

"We were impressed by Josh's experience garnered at clubs across the country and his expertise," says Mark Douglas, president of the Detroit Golf Club. "Josh's passion for golf is contagious, and we look forward to our members benefitting from his knowledge and love of the game."

As the club's 10th head professional, Upson will oversee day-to-day operations of the club's golf program and operate DGC's newly renovated pro shop. Upson replaces Jon Gates.

"To have the opportunity to spend my days at Detroit Golf Club with its two Donald Ross-designed courses is a dream," says Upson. "I can't wait to create the best possible member and guest experience and to welcome the PGA Tour in May."

The renovated pro shop is just one area of the \$4.5 million DGC clubhouse renovation, which encompasses 12,600 square feet of the exterior and 10,800 square feet of the interior of the building. Built in 1918, the Kahn-designed clubhouse also is undergoing renovations of its dining room, patio, and façade.

"As we prepare for our 2020 club season and this year's Rocket Mortgage Classic, our beautiful clubhouse is finally getting the renovation it proudly deserves," says Douglas. "When complete, it will be the perfect blend of a historic design with a modern, contemporary feel. Mr. Kahn would be proud."

FINANCIALS & GOVERNANCE

I meet consistently with the Controller and department heads throughout the year to review financials. I take the time to help educate managers on how they can analyze events, forecast and budget. Weekly management flash reports are distributed and discussed. When adjustments are needed, we take actions that are least impactful to member experiences.

As part of the annual budget preparation process, I meet with the Controller and department heads to review their budget proposals. We review both operating and capital needs, consider any programming changes and determine staffing levels for the upcoming fiscal year. Capital items are categorized as need/want/would be nice to have. All department operating budgets are consolidated into one budget and another deeper review is performed using the same process. The budgets are then presented to the Finance committee and ultimately to the Board. Once budgets are finalized, they are provided to each department head. As the year progresses, the budgets are reviewed and discussed each week at regular department head meetings.

I have strong financial skills and can create and manage budgets – operating, capital and others (i.e. Centennial celebrations, Monday outings, Rocket Mortgage Classic activity). I have also created and managed budgets for capital projects ranging from \$200,000 to \$5.1M. My keys to success include proper planning, communication before/during/after a project, and working closely with managers and contractors.

Each year during my tenure at Detroit Golf Club, the financial health of the Club has improved. Also, membership levels have increased by 163 since I began. Operating assessments have been rare during my career. The current fiscal year's budget was a positive \$79,000. With four months left in the fiscal year, I am projecting a positive variance of \$235,000. This does not include any Rocket Mortgage Classic figures. Increased activity in food and beverage programming has been a strong contributor to the overall financial results this year.

I have worked with different Boards of various sizes and committee representation. I actively participate in all committees as well. I share as much information as possible and like to keep operational issues within Club management. I enjoy introducing new ideas while preserving Club traditions. I prefer to use the slower times of the year for meetings and planning, which allows for better use of time in the busier months when the team is executing on the plans.

CLASS	Dues %	Dues % 9/20	ACTUAL Nov-18	FME Nov-18	ACTUAL Nov-19	FME Nov-19	ACTUAL Nov-20	FME Nov-20	ACTUAL Nov-21	FME Nov-21	ACTUAL Nov-22	FME Nov-22	BUDGET Nov-22	FME-B Nov-22
A	100%	100%	373.0	373.0	364.0	364.0	362.0	362.0	444.0	444.0	460.0	460.0	454.0	454.0
A/B Senior	50%	50%	91.0	45.5	93.0	46.5	93.0	46.5	99.0	49.5	101.0	50.5	100.0	50.0
Corporate	100%	100%	18.0	18.0	20.0	20.0	15.0	15.0	13.0	13.0	12.0	12.0	12.0	12.0
B	100%	100%	14.0	14.0	13.0	13.0	12.0	12.0	11.0	11.0	11.0	11.0	11.0	11.0
Junior	50%	55%	82.0	41.0	86.0	43.0	118.0	64.9	116.0	63.8	97.0	53.4	93.0	51.2
Intermediate	50%	55%	18.0	9.0	20.0	10.0	25.0	13.8	29.0	16.0	26.0	14.3	25.0	13.8
Nonresident	50%	50%	12.0	6.0	13.0	6.5	14.0	7.0	17.0	8.5	18.0	9.0	16.0	8.0
Honorary	0%	0%	8.0	0.0	8.0	0.0	8.0	0.0	8.0	0.0	7.0	0.0	8.0	0.0
Special	0%	0%	7.0	0.0	9.0	0.0	10.0	0.0	10.0	0.0	10.0	0.0	10.0	0.0
House	45%	50%	68.0	30.6	69.0	31.1	70.0	35.0	66.0	33.0	66.0	33.0	66.0	33.0
Survivor	40%	40%	13.0	5.2	13.0	5.2	15.0	6.0	16.0	6.4	15.0	6.0	14.0	5.6
Total	Total		704.0	542.3	708.0	539.3	742.0	562.2	829.0	645.2	823.0	649.2	809.0	638.5
A Burn off	0%	0%	3.0	0.0	3.0	0.0	6.0	0.0	4.0	0.0	2.0	0.0	2.0	0.0
House No Dues	0%	0%	1.0	0.0	1.0	0.0	1.0	0.0	0.0	0.0	0.0	0.0	1.0	0.0
Total Golfing			611.0	509.5	612.0	506.0	645.0	527.2	733.0	609.8	727.0	612.2	713.0	601.9

01 - Detroit Golf Club		79,008 Bgt P(L)															
2022-2023 Budget		314,935 Projected P(L)															
		235,927 Projected Variance															
Net Operating Profit / (Loss)	2022-2023 Year Total	Actual Apr	Actual May	Actual June	Actual Jul	Actual Aug	Actual Sept	Actual Oct	Actual Nov	budget Dec	budget Jan	budget Feb	budget Mar	YTD Total	Projected Variance to Bgt	Variance to Previous Yr	
		(NO RMC)															
#1 DUES	5,159,654	491,412	481,310	424,560	426,214	427,868	480,095	431,616	432,325	430,570	429,121	428,446	429,796	5,213,333	53,678	620,967	
#4 F&B	-355,880	-76,231	41,388	10,171	-79,536	156,894	45,476	33,723	-90,652	37,350	-57,593	-83,245	-77,025	-139,278	216,602	51,297	
#7 & 12 GOLF SERVICES	1,670,716	214,846	148,180	132,306	143,440	314,416	185,164	159,311	31,130	-15,045	77,583	70,656	40,075	1,502,062	-168,654	(78,976)	
#14 GOLF SHOP	-104,569	3,340	7,650	-12,605	4,433	3,274	-7,279	-11,358	-20,489	-13,252	-30,567	23,287	27,747	-25,819	78,750	(57,181)	
#10 GREENS	-2,914,835	-315,463	-344,072	-356,867	-357,471	-266,109	-353,149	-204,734	-209,314	-122,808	-106,374	-108,134	-139,143	-2,883,639	31,197	(218,982)	
#8 CLUBHOUSE	-1,504,716	-101,608	-120,126	-180,686	-163,368	-147,238	-137,106	-129,634	-118,319	-137,740	-112,478	-109,078	-121,125	-1,516,506	-73,790	104,513	
#9 G&A	-1,691,533	-112,822	-105,750	-122,853	-125,628	-230,156	-120,371	-48,976	-132,206	-153,331	-72,913	-140,121	-151,256	-1,516,383	175,150	178,453	
#17 SWIM	-151,816	-9,233	-39,418	-43,815	-67,032	-31,389	-19,602	-1,045	-4,084	-850	-850	-850	-850	-219,018	-67,202	(85,509)	
#19 TENNIS	-28,013	-2,009	-5,615	-9,018	-14,256	-5,383	-1,446	-194	104	0	0	0	0	-37,817	-9,804	(16,371)	
TOTAL	79,008	92,232	13,547	-158,807	-233,204	222,177	21,782	228,709	-111,505	24,894	125,930	80,961	8,219	314,935	235,927	498,212	

FINANCIALS & GOVERNANCE

Consolidated Profit/(Loss) Statement November 30, 2022 - Period 8 Current Month and YTD										
	Monthly Actual	Monthly Budget	Monthly PY	Variance to Budget	Variance to PY	YTD Actual	YTD Budget	YTD PY	Variance to Budget	Variance to PY
Membership Dues	\$432,325	\$425,170	\$385,147	\$7,155	\$47,178	\$3,495,402	\$3,466,398	\$3,023,828	\$29,004	\$471,574
KCE Assessment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Dues Income	\$432,325	\$425,170	\$385,147	\$7,155	\$47,178	\$3,495,402	\$3,466,398	\$3,023,828	\$29,004	\$471,574
Golf Shop Revenue	\$78,116	\$43,106	\$46,441	\$35,010	\$31,675	\$1,396,483	\$1,051,053	\$1,059,118	\$345,440	\$337,378
COGS Golf Shop Merch.	\$ 64,713	\$ 34,057	\$ 37,795	(\$30,666)	(\$26,929)	\$ 1,060,072	\$ 833,686	\$ 788,779	(\$226,386)	(\$277,292)
Golf Shop Gross Margin	\$13,403	\$9,049	\$8,646	\$4,354	\$4,747	\$336,422	\$217,367	\$270,338	\$118,055	\$66,084
Golf Shop Expenses	\$33,802	\$32,867	\$24,108	(\$1,025)	(\$9,784)	\$334,974	\$330,693	\$288,701	(\$4,281)	(\$46,273)
Net Inc/(Loss) - Golf Shop	(\$20,489)	(\$23,818)	(\$15,462)	\$3,329	(\$5,037)	\$1,448	(\$113,326)	(\$16,363)	\$114,774	\$19,811
Grill Food	\$74,629	\$55,854	\$63,232	\$18,775	\$11,387	\$700,239	\$687,074	\$680,845	\$13,165	\$19,394
Banquet Food - Outings	\$0	\$0	\$0	\$0	\$0	\$287,680	\$224,050	\$256,323	\$63,640	\$31,367
Banquet Food	\$45,823	\$40,000	\$37,071	\$5,823	\$8,752	\$1,238,334	\$950,480	\$844,777	\$287,854	\$384,557
Snack Bar Food / Misc.	\$2,188	\$663	\$674	\$1,525	\$1,514	\$103,924	\$119,032	\$117,439	(\$16,106)	(\$13,614)
Miscellaneous & Other	\$47,266	\$28,246	\$34,194	\$19,020	\$13,072	\$856,509	\$558,978	\$702,229	\$297,531	\$154,280
Total Food & Other Revs	\$169,906	\$124,763	\$135,171	\$45,143	\$34,736	\$3,187,267	\$2,179,614	\$2,601,613	\$1,007,683	\$585,684
Grill Beverage	\$37,210	\$21,302	\$26,813	\$15,908	\$10,397	\$514,831	\$463,832	\$471,631	\$50,999	\$43,200
Banquet Beverage - Outings	\$0	\$0	\$0	\$0	\$0	\$178,566	\$134,265	\$142,499	\$44,331	\$34,086
Banquet Beverage	\$14,474	\$3,000	\$14,787	\$11,474	(\$313)	\$476,176	\$202,315	\$330,162	\$273,861	\$146,014
Snack Bar Beverage	\$9,538	\$2,104	\$2,139	\$7,434	\$7,399	\$277,625	\$273,446	\$269,009	\$4,179	\$8,616
Wine Sales - Wine Lockers	\$5,264	\$6,000	\$16,479	(\$736)	(\$11,215)	\$38,465	\$79,000	\$63,763	(\$36,235)	(\$24,238)
Total Beverage Revenues	\$66,486	\$32,406	\$80,218	\$34,060	\$6,268	\$1,484,693	\$1,152,658	\$1,277,065	\$331,835	\$207,629
Total F&B Revenues	\$236,393	\$157,169	\$195,389	\$79,204	\$41,004	\$4,671,960	\$3,332,272	\$3,878,678	\$1,339,518	\$793,312
COGS Food	\$69,765	\$38,607	\$55,536	(\$31,158)	(\$14,230)	\$946,013	\$648,254	\$781,788	(\$297,739)	(\$108,225)
COGS Beverage	\$31,469	\$13,322	\$31,371	(\$18,147)	(\$88)	\$499,257	\$393,258	\$416,633	(\$105,999)	(\$82,624)
COGS-Cigar & Cigarette	\$541	\$450	\$506	(\$91)	(\$35)	\$17,214	\$10,260	\$13,323	(\$6,954)	(\$3,891)
Total COGS	\$101,775	\$52,379	\$87,412	(\$49,366)	(\$14,363)	\$1,462,484	\$1,051,772	\$1,211,744	(\$410,712)	(\$250,740)
F&B Gross Margin	\$134,617	\$104,790	\$107,977	\$29,827	\$26,641	\$3,209,506	\$2,280,700	\$2,666,933	\$928,806	\$542,572
Food & Beverage Other Exps	\$225,268	\$204,551	\$222,813	(\$20,717)	(\$2,456)	\$2,811,058	\$2,409,947	\$2,354,468	(\$401,111)	(\$456,960)
Food & Beverage Net Inc/(Loss)	(\$90,651)	(\$99,761)	(\$114,837)	\$9,110	\$24,186	\$398,448	(\$129,247)	\$312,466	\$527,695	\$85,963
Guest Fees - Members	\$26,445	\$5,680	\$4,725	\$20,765	\$21,720	\$538,273	\$614,109	\$553,389	(\$76,836)	(\$15,116)
Guest Fees - Outings	\$0	\$0	\$0	\$0	\$0	\$394,951	\$400,501	\$301,104	(\$6,550)	\$93,847
Cart Rentals - Members	\$34,806	\$16,895	\$13,590	\$17,713	\$21,918	\$732,308	\$754,754	\$759,952	(\$1,976)	\$32,857
Cart Rentals - Outings	\$0	\$0	\$0	\$0	\$0	\$88,308	\$133,501	\$90,468	(\$45,193)	\$17,842
Locker Rentals	\$0	\$0	\$0	\$0	\$0	\$108,310	\$104,500	\$101,065	\$1,810	\$5,215
Golf Service Fee	\$0	\$0	(\$250)	\$0	\$250	\$96,075	\$98,375	\$110,300	(\$2,300)	(\$14,225)
Other Revenues	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$866	\$0	(\$866)
Total Golf Services Revenues	\$61,053	\$22,575	\$18,065	\$38,478	\$42,988	\$2,026,725	\$2,145,770	\$1,917,171	(\$119,045)	\$109,564
Golf Services Expenses	\$29,921	\$29,193	\$26,994	(\$728)	(\$2,927)	\$701,029	\$643,947	\$509,873	(\$57,082)	(\$191,156)
Golf Services Net Inc/(Loss)	\$31,132	(\$6,618)	(\$8,929)	\$37,750	\$40,061	\$1,325,696	\$1,501,823	\$1,407,298	(\$176,127)	(\$81,803)
Swim & Tennis Revenues	\$0	\$0	\$0	\$0	\$0	\$54,527	\$29,000	\$28,442	\$25,527	\$26,065
Swim & Tennis Expenses	\$3,980	\$1,100	\$1,141	(\$2,880)	(\$2,639)	\$307,962	\$205,428	\$175,732	(\$102,534)	(\$132,231)
Swim & Tennis Inc/(Loss)	(\$3,980)	(\$1,100)	(\$1,141)	(\$2,880)	(\$2,639)	(\$253,435)	(\$176,428)	(\$147,290)	(\$77,007)	(\$106,166)
Clubhouse Expenses	\$116,320	\$143,075	\$109,199	\$24,755	(\$9,122)	\$1,101,118	\$1,026,990	\$1,109,256	(\$74,128)	\$8,138
G&A Revenues	\$20,381	\$6,775	\$5,583	\$13,606	\$14,798	\$124,287	\$47,750	\$767,823	\$76,537	(\$543,538)
G&A Expenses	\$152,587	\$156,602	\$148,622	\$4,110	(\$3,965)	\$1,123,860	\$1,231,682	\$1,389,658	\$107,722	\$265,768
G&A Net Inc/(Loss)	(\$132,206)	(\$149,827)	(\$143,039)	\$17,716	\$10,833	(\$999,573)	(\$1,183,932)	(\$621,835)	\$184,259	(\$177,758)
Course Maintenance Expenses	\$209,313	\$246,801	\$205,455	(\$37,488)	\$3,858	\$2,534,224	\$2,442,103	\$2,277,773	\$92,121	\$258,451
Overall Net Inc/(Loss)	(\$111,503)	(\$245,925)	(\$212,905)	\$134,422	\$101,402	\$332,643	(\$103,705)	\$569,077	\$436,346	(\$236,433)

FY	NEW JOINERS + REINSTATES BY CATEGORY											
	Class A	Class (SR)	B	Corp	House	Intermediate	Junior	Non-Resident	Survivor	Special	Honorary	Total
2011/2012	12	0	22	1	13	3	3	1	0	1	0	56
2012/2013	10	0	12	4	9	2	5	3	0	2	0	47
2013/2014	9	0	25	10	12	1	19	2	0	2	1	81
2014/2015	21	0	0	6	10	1	12	0	0	1	0	51
2015/2016	14	0	1	7	10	2	12	1	0	1	0	48
2016/2017	35	0	0	0	6	5	30	0	0	0	0	76
2017/2018	40	0	0	0	10	7	36	2	0	0	0	95
2018/2019	12	0	0	3	7	10	24	2	0	2	0	60
2019/2020	13	0	0	0	5	6	35	1	0	1	0	61
2020/2021	47	0	0	1	18	9	30	5	0	0	0	110
2021/2022	37	0	0	0	0	3	6	1	0	0	0	41
2022/2023	12	0	0	0	0	0	11	2	0	0	0	27
Total	262	0	30	12	100	21	217	20	0	10	1	713

FY	RESIGNATIONS + EXPELLED BY CATEGORY											
	Class A	Class (SR)	B	Corp	House	Intermediate	Junior	Non-Resident	Survivor	Special	Honorary	Total
2011/2012	-37	-7	-11	-1	-13	-2	-6	-7	-3	0	0	-87
2012/2013	-48	-11	-7	0	-10	-1	-4	-3	-5	-2	0	-91
2013/2014	-33	-6	-7	-1	-11	-2	-4	-2	-2	-2	0	-70
2014/2015	-35	-4	-8	-4	-12	-2	-9	-2	-6	-1	0	-83
2015/2016	-25	-5	0	-4	-8	0	-1	0	-2	-6	-2	-53
2016/2017	-23	-1	-1	-3	-9	-2	-4	-1	-2	0	0	-46
2017/2018	-26	-3	-1	-3	-8	-1	-7	-2	-5	0	-1	-57
2018/2019	-23	-7	0	-1	-12	-1	-4	-1	0	0	0	-49
2019/2020	-17	-2	0	-1	-4	0	-5	-1	0	0	0	-30
2020/2021	-19	-3	-1	-1	-7	-1	-6	-1	-1	0	0	-40
2021/2022	-10	-3	0	-1	-2	-3	-9	-1	-1	0	0	-30
2022/2023	-6	0	0	0	-3	0	-4	0	-1	0	0	-14
Total	-302	-54	-16	-20	-99	-13	-61	-21	-28	-11	-1	-650

FY	NET CHANGE IN QUANTITY (OMITTING TRANSFERS IN/OUT)											
	Class A	Class (SR)	B	Corp	House	Intermediate	Junior	Non-Resident	Survivor	Special	Honorary	Total
2011/2012	(25)	(7)	11	0	0	1	(3)	(6)	(3)	1	0	(31)
2012/2013	(38)	(11)	5	4	(1)	1	1	0	(5)	0	0	(44)
2013/2014	(24)	(6)	18	9	2	(1)	15	0	(2)	0	1	11
2014/2015	(14)	(4)	(8)	2	(2)	(1)	3	(2)	(6)	0	0	(32)
2015/2016	(11)	(3)	1	3	2	3	11	1	(2)	(5)	(2)	(9)
2016/2017	12	(1)	(1)	(3)	(3)	3	26	(1)	(2)	0	0	30
2017/2018	14	(3)	(1)	(3)	2	6	29	0	(5)	0	(1)	38
2018/2019	(11)	(7)	0	2	(5)	9	20	1	0	2	0	11
2019/2020	(4)	(2)	0	(1)	1	6	30	0	0	1	0	31
2020/2021	-28	(3)	(1)	0	11	8	24	-4	0	0	0	70
2021/2022	27	(3)	0	(1)	(2)	0	(9)	0	(1)	0	0	11
2022/2023	6	0	0	0	(3)	2	7	2	(1)	0	0	13
Total	-101	-46	25	13	-8	28	132	-7	-23	-4	-2	9

FINANCIALS & GOVERNANCE

Management Flash Report – November 2022

	REVENUES			YTD	YTD Budget	YTD vs Budget
	Mth-To-Date	Full Mth Budget	Mth vs Budget			
Membership Dues	432,325	425,170	7,155	3,495,402	3,466,398	29,004
Food Sales	120,378	96,517	23,861	2,328,525	1,620,636	707,889
Beverage Sales	65,392	32,406	32,986	1,483,599	1,152,858	330,741
Other F&B Sales	43,515	28,246	15,269	852,758	558,978	293,780
TOTAL F&B REVENUES	229,285	157,169	72,116	4,664,882	3,332,472	1,332,410
Guest and Cart Fees	61,274	22,575	38,699	1,824,560	1,942,895	(118,335)
Other Revenue	-	-	-	202,385	202,875	(490)
TOTAL GOLF SERVICES REVENUES	61,274	22,575	38,699	2,026,945	2,145,770	(118,825)
Golf Shop Sales	75,839	42,571	33,268	1,380,331	1,042,108	338,223
Other Revenue	71	535	(464)	13,956	8,945	5,011
TOTAL GOLF SHOP REVENUES	75,910	43,106	32,804	1,394,287	1,051,053	343,234
GENERAL & ADMIN SALES						
Swim Revenue	-	-	-	54,527	28,000	26,527
Tennis Revenue	-	-	-	-	1,000	(1,000)
Total General & Admin Sales	-	-	-	54,527	29,000	25,527
EXPENSES						
F&B						
Wages and Related	167,043	191,605	(24,562)	2,491,387	2,167,509	323,878
Supplies	10,829	6,546	4,283	156,075	152,525	3,550
Rentals, Entertain, Flowers, Photos	431	4,500	(4,069)	46,625	40,213	6,412
China, Glass, Linen, Silverware	573	1,300	(727)	25,539	16,100	9,439
Uniforms	21	500	(479)	11,096	14,100	(3,004)
Committee Meetings, Educ and other	779	100	679	32,629	16,800	15,829
F&B EXPENSES	179,675	204,551	(24,876)	2,763,352	2,407,247	356,105
GOLF SERVICES						
Wages and Related	24,536	26,893	(2,357)	454,393	413,947	40,446
Supplies	1,301	2,100	(799)	49,015	66,900	(17,885)
Uniforms	-	-	-	66	1,000	(934)
Contract Services	-	-	-	-	4,500	(4,500)
Committee Meetings, Educ and other	75	200	(125)	29,413	30,100	(687)
GOLF SERVICE EXPENSES	25,912	29,193	(3,281)	532,888	516,447	16,441
GOLF SHOP						
Wages and Related	31,096	32,067	(971)	303,819	316,993	(13,174)
Supplies	172	600	(428)	16,542	4,800	11,742
Uniforms	-	-	-	174	1,000	(826)
Committee Meetings, Educ and other	143	200	(57)	11,063	5,900	5,163
GOLF SHOP EXPENSES	31,411	32,867	(1,456)	331,598	328,693	2,905
GREENS						
Wages and Related	90,044	113,331	(23,287)	1,349,652	1,348,393	1,259
Contract Services	273	1,000	(727)	59,834	78,000	(18,166)
Supplies	-	900	(900)	25,624	15,500	10,124
Uniforms	-	5,000	(5,000)	19,876	25,500	(5,624)
Committee Meetings, Educ and other	430	2,000	(1,570)	4,814	6,000	(1,186)
Repairs, maintenance, rentals, tools	3,648	16,100	(12,452)	109,195	108,000	1,195
Gas & Oil	6,101	6,000	101	73,326	60,500	12,826
Trees, Shrubs, Turf, Sand Irrig, Drain	6,828	48,000	(41,172)	183,986	232,150	(48,164)
GREENS EXPENSES	107,323	192,331	(85,008)	1,826,306	1,874,043	(47,737)
CLUBHOUSE						
Wages and Related	19,515	28,000	(8,485)	248,291	267,185	(18,894)
Contract Services	3,418	5,000	(1,582)	36,552	42,000	(5,448)
Supplies	9,215	10,000	(785)	107,699	80,000	27,699
Repairs and Maintenance	4,710	20,000	(15,290)	166,469	220,000	(53,531)
CLUBHOUSE EXPENSES	36,858	63,000	(26,142)	559,010	609,185	(50,175)
SWIM & TENNIS						
Swim Wages and Related	50	-	50	151,990	116,516	35,474
Tennis Wages and Related	50	-	50	32,659	25,812	6,847
Swim Expenses	3,317	1,100	2,217	116,483	56,400	60,083
Tennis Expenses	(154)	-	(154)	5,158	3,200	1,958
SWIM & TENNIS EXPENSES	3,263	1,100	2,163	306,291	201,928	104,363

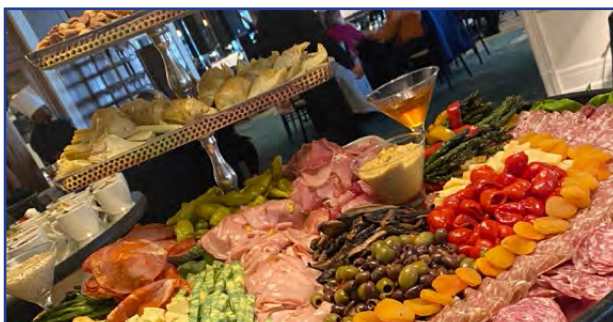
FOOD & BEVERAGE

Food and beverage operations are critical to the overall success of a Club. I believe in providing the best possible value while being mindful of financial outcomes. I believe in offering a wide variety of price points and social programming, and utilizing banquet spaces as often as possible.

I like to create special events using uncommon areas, too, such as a President's Ball I orchestrated on the first tee and a 9-hole par 3 event with food and beverage stations on each tee. I am proud of the full social calendars I've built and provided for members to enjoy.

I have built food and beverage teams focusing on both front and back of the house staff operating as one team. I encourage training through tastings, chef involvement, interactive discussions and utilizing outside help (such as wine vendors) to provide additional specific education. Weekly specials help keep menus fresh and evolving. This practice lets the chef create items that are seasonal, allows for taking advantage of special pricing, keeps the inventory rotating and offers value for diners.

I seek feedback and share successes and challenges with the food and beverage team.



FOOD & BEVERAGE



EDUCATION & CERTIFICATION

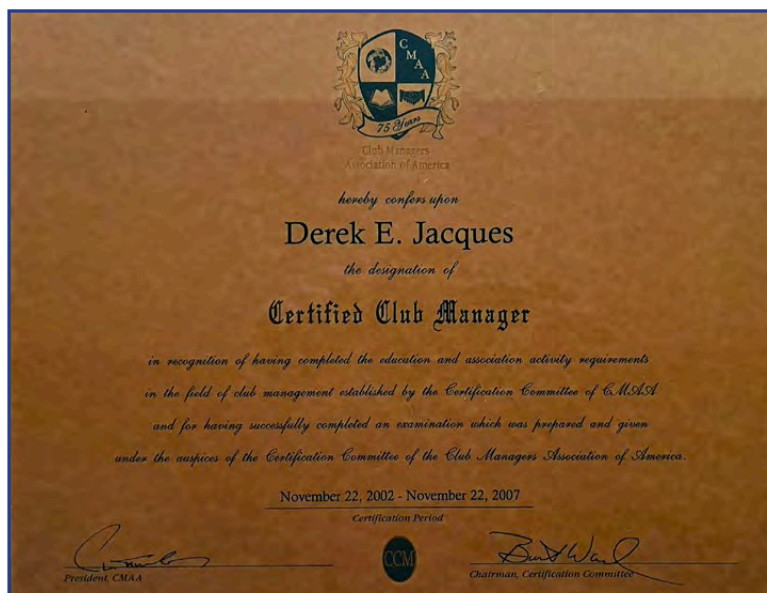
After earning my associates degree in Building Construction Technology at Ferris State University, I changed majors to match my passion – hospitality. I continued at Ferris State and earned my bachelor's degree in Hospitality Management.

I've continued my education in the Club industry through the Club Management Association of America (CMAA). I have attended annual World Conferences, Business Management Workshops, seminars, roundtables and online sessions. I earned my Certified Club Manager (CCM) designation through CMAA and have been recertified at every opportunity. I earned my Honor Society certification in 2022.

I share what I've learned with my team, coaching staff on their projects and responsibilities.

It is rewarding to see others excel in their positions and throughout their careers knowing I played a role in their education and development.

I believe in surrounding myself with the best possible people. A well-rounded team provides multiple views and perspectives, backgrounds, ideas and experiences. I tap those resources to enhance member experiences and challenge my team to further develop their skills. I encourage all managers to be active in their respective associations and attend educational sessions and conferences, for their own development and that of others.



EDUCATION & CERTIFICATION

