



**Steve Karch**  
President





# Agenda

- Introductions
- Election Results
- 2014 in Review
  - Status of LIP project
  - Water rights leasing and well sharing program
  - Facilities update
  - Course beautification projects
- Membership Status
- Financial Summary
- Sales & Marketing Efforts
- Q&A
- Upcoming WBVGC Events
- Summary





## Election Results

- The following individuals have been elected to serve on the WBVGC Board of Directors
  - Roy Chapman                      1 year term
  - Steve Jobe                            3 year term
  - Steve Karch                         3 year term
  - Tom Lodge                            3 year term



## 2014 in Review

### ○ LIP project

- Funding in place (Chase Bank)
- Contract signed (National Turf)
- Marvin Mills consultant, designer and project manager
- Significant milestones
  - 20 April...Course closes and construction begins
    - Staking for new sprinkler locations
    - Xeriscaping work begins
    - Trenching for new mainlines, lateral lines, and xeriscape areas
    - Removal of sand from green side bunkers



# 2014 in Review

## ○ LIP project

- 11 May...
  - Installation of pipe, wiring and sprinkler heads
  - Add new sand in green side bunkers
  - Herbicide applied to xeriscape areas
  - Herbicide applied to greens and practice greens
- 25 May...
  - Trim dead branches from existing trees
  - Plant 42 new trees
  - Complete green side bunker renovation
- 30 May...Sprig all greens with Tifdwarf Bermuda grass
- 1 June...Begin installation of crushed granite to xeriscape areas
- 21 August...Completion of drip irrigation



# 2014 in Review

## ◎ LIP project

- 15 Sept....Completion of irrigation system & xeriscaping
- 19 Oct...Over seeding begins
- 7 Nov...Course reopens for play

## ◎ Water rights leasing and well sharing program

- 2 HOA locations active today
- Expanded program for sub-HOAs pending final legal processes
- Pro-active support from WBVGC members and the sub-HOA communities in Phases I & II.
- Anticipate 30% savings in current water bills



# 2014 in Review

## ○ Facilities

- Replaced 12 outdated and inoperable AC units
  - 5 year service contract on all 21 AC units
- Rebuilt walls and upgraded cart barn at Vistas
- Installed new carpet for Links Restaurant
- Modification to Ladies and Men's locker room areas
- Installed new water and ice machines at both courses

## ○ Course beautification projects

- Replace trees that have been lost in wind storms over the past 10-12 years
  - Strategically placed to provide protection for golfers, shade near tee boxes, and maintain difficulty of playing holes.
- Installation of bushes and flowering shrubs behind #18 tee box and green areas at Vistas
- Plans for additional sand bunkers on right side of #18 green at Lakes and right side of #18 fairway at the Vistas



# Membership Update

## ○ Total membership numbers up 2% for 2015

- Singles are flat at 263 in 2015 vs. 265 in 2014
- Couples are flat at 148 in 2015 vs. 147 in 2014
- 9.58% loss of AAF members with 167 in 2015 vs. 183 in 2014
- Associate Members are up 26% at 106 in 2015 vs. 84 in 2014
- If you look at “New Members” on the website you will see 42 new members to include 12 single and 15 couples
- Associate Members have been converting to full memberships over the past 3 years





# Membership Update

- Success in getting new members is best done by word of mouth and referrals from business members
  - Realtors showing prospective clients WBVGC
  - New golfers moving into WBV
  - Our groups welcoming new prospective members to play and evaluate the club....this is a big deal!!!!
  - Members recruiting friends and family who are golfers to move into the West Valley and encouraged to join
  - Outside players evaluating our courses
  - Our events show casing our golf club (i.e. NCAAW, George Fox, Glendale Prep School, Honeywell)
- We need 30 new members each year to break even for membership....your help is needed!



# Financial Summary

as of 31 Dec 2014

Current Assets	\$ 1,463,575.05		
Property & Equip	<u>\$ 7,264,864.31</u>		
<b>Total Assets</b>	<b>\$ 8,728,439.36</b>		
Current Liabilities	\$ 1,342,473.12		
Long-Term Liabilities	\$ 303,210.28		
<b>Total Liabilities</b>	<b>\$ 1,645,683.40</b>		
Total Capital	<u>\$ 7,082,755.96</u>		
<b>Total Liabilities &amp; Capital</b>	<b>\$ 8,728,439.36</b>		
Asset Protection Fund	\$ 647,986.24		
General	\$ 460,977.26		
LIP	\$ 187,008.98		
Revenue Ratios			
Members	<b>90.6%</b>	Non-Members	<b>9.4%</b>



# Financial Recap

as of 31 Dec 2014

Revenue	Annual Budget	1 <sup>st</sup> Qtr.	YTD Budget	+/-
Operating Income	\$2,903.4	\$659.5	\$654.3	\$5.2
Other Income	\$ 163.0	\$ 50.1	\$ 79.0	(\$28.9)
<b>Total Income</b>	<b>\$3,066.4</b>	<b>\$709.6</b>	<b>\$733.3</b>	<b>(\$23.7)</b>
<b>Expenses</b>				
<b>Expenses Excluding Depreciation</b>	\$2,646.5	\$ 763.8	\$ 811.8	\$ 48.0
Operating Cash Flow	\$ 419.9	(\$ 54.2)	(\$ 78.5)	\$ 24.3
Depreciation	(\$ 309.8)	(\$ 77.5)	(\$ 77.5)	\$ 0.0
Impact on Reserves (Gross Margin)	\$110.1	(\$131.7)	(\$156.0)	\$ 24.3
Capital Expenditures	(\$95.0)	(\$ 29.0)	(\$ 29.9)	\$ .9
Lease Equipment Payments	(\$156.4)	(\$ 39.1)	(\$ 31.0)	(\$ 8.1)
<b>Net Cash Flow Impact on Reserves</b>	<b>(\$141.3)</b>	<b>(\$199.8)</b>	<b>(\$216.9)</b>	<b>(\$17.1)</b>



# LIP Funding Overview

- ◉ Loan in place J.P. Morgan Chase
- ◉ Awaiting work to begin and/or material delivered
- ◉ Distribution of funds...TBD by work starting and material being delivered
- ◉ The club is involved with suppliers and contractors to ensure material is delivered just in time, payments are being scheduled to ensure deliveries
- ◉ Progress payments are and will continue to be negotiated with the Contractor
- ◉ The Club does not pay interest on the loan until money is drawn to pay Suppliers and/or Contractor



# Auction OLD Tee Signs

- ◉ Do you have a hole in one on a certain hole here?
- ◉ Do you live on a certain hole?
- ◉ Or maybe you just have a favorite hole on the golf course?
- ◉ Silent bidding is ongoing until Sunday February 8th 2015 @ 1pm
- ◉ \$100 bid Minimum
- ◉ They will be ready for pick up after the Directors' Cup Tournament at the Lakes February 8th 2015





# Support Business Associate Member Sponsors

## PLATINUM

**\$3,500**

- 10" x 20" Black Tee Sponsor Sign on hole of choice at both courses with company name, logo, and contact information (based on availability)
- Your company name, logo and information on our website to encourage contact from our membership and patrons
- 30 Rounds of 18 hole golf (cart rental included)
- Can purchase additional guest passes at a 20% discount for employees

## GOLD

**\$3,000**

- 10" x 20" Black Poly Tee Sponsor Sign on hole of choice at both courses with company, name, logo and contact information (based on availability)
- Your company name, logo and contact on our website to encourage contact from our membership and patrons
- 20 Rounds of 18 hole golf (cart rental included)
- Can purchase additional guest passes at 20% discount for employees

## SILVER

**\$2,000**

- 10" x 20" Black Tee Sponsor Sign on one hole of choice (based on availability)
- Your company name, logo and contact on our website to encourage contact from our membership and patrons
- 15 rounds of 18 hole golf (cart rental included)
- Can purchase additional guest passes at 20% discount for employees

## BRONZE

**\$1,500**

- 10" x 20" Black Tee Sponsor Sign on one hole of choice (based on availability)
- Your company name, logo and contact on our website to encourage contact from our membership and patrons
- 5 Rounds of 18 hole golf (cart rental included)
- Can purchase additional guest passes at a 20% discount for employees

•\*All sponsorship pricing is annual

### Sponsored By

**State Farm**



**Katie Campbell**  
9200 W. Union Hills Dr.  
Suite 100  
(623) 815-8170

[katiecampbellinsurance.com](http://katiecampbellinsurance.com)



**Vistas  
Hole 1  
Par 4**

**301**

**334**

**356**

**378**



# Member Referral Form



## Westbrook Village Referral Form

Member Name: \_\_\_\_\_

Member Phone # : \_\_\_\_\_

Business Referral Name:  
\_\_\_\_\_

Contact Name: \_\_\_\_\_

Contact's Phone #: \_\_\_\_\_

Relationship to Business Referral:  
\_\_\_\_\_

Date: \_\_\_\_\_

Please fill out and drop off at Dachele Frey's desk in the admin office at the lakes!

Thank You,  
Dachele Frey

○ Please give filled out referral form to David or Dachele Frey

OR

○ Leave it on Dachele's desk in the golf admin office



# \$100 Pro Shop Credit Incentive



**\$100 Pro Shop Credit will be given to members if all of these requirements are met!**

- There is a business lead given to David or Dachele Frey
- The member has already informed the potential sponsor about the sponsor program
- The member recommends & supports the business
- David or Dachele closes the deal with the company





## Working Together for the Future

- WBVGC plans to be an integral part of the WBV community for years and years to come...
- We encourage more community support from homeowners and non-golfers to promote a “win-win” situation
  1. Support the WBVGC water rights lease and well sharing program
  2. Protect home values
  3. Maintain the beauty and integrity of the community
  4. Enhance working relationships between WBV HOA and WBVGC



# Questions & Answers





# Upcoming WBVGC Events

- |           |  |
|-----------|--|
| 8 Feb     | Directors Cup                          |
| 21-23 Feb | Wisconsin NCAA Division I Invitational |
| 6-8 Mar   | WBVGC Member/Guest                     |
| 14-15 Mar | George Fox NCAA Division III Tourney   |
| 22 Mar    | CAN-AM                                 |
| 28-29 Mar | WBVGC Club Championship                |





# Summary

