



## Oneida Golf Enterprise Corporation

### Fiscal year-To-Date Reporting for period Ending:

**December, 2018**

The Oneida Golf Enterprise Corporation (OGEC) is a corporation of the Oneida Nation established to oversee and manage the business known as Thornberry Creek at Oneida.

### **Narrative Report**

#### Business Overview

- TCO Legends Course was awarded 18 Hole Golf Course of the Year by Golf Course Owners of Wisconsin.
- In FY2019 we will continue to maximize green fee revenue by now charging premiums for Thursday and Friday golf outings. This will allow us to move some outings away from peak times and sell more peak green fees and free us up to book our banquet areas on Fridays. We will also be looking to bring in a new tee sheet to help us manage and increase rounds in the slow parts of the day. The new tee sheet will also enhance our online presence and make it easier to book online.
- Staffing has been sufficient for the first quarter as we had a very short shoulder season.
- Manager positions continue to turn over for various reasons. Despite the adversity and turnover we have worked very hard to get a good group of managers in place for 2019 season. Our current manager structure is as follows;

Justin Fox – General Manager

Donelle Walters – Food and Beverage Director

Wes Suzawith, Adam Brotski– Restaurant Managers

VACANT - Executive Chef

Joy Lundberg – Event and Catering Coordinator

Taylor Maulick – Event and Catering Assistant

Steve Archibald – Golf Course Superintendent

Pete Nowak – Assistant Golf Course Superintendent

Ed Brusky – Golf Course Fleet Mechanic

Justin Nishimoto – Head Golf Professional

Travis Relyea – Golf Operations Manager  
Nicole Binnebose – Accounting Assistant

- We continue to see a decline in playable days in the fall resulting poor golf and food and beverage revenues. In 2018 November 5<sup>th</sup> was our last day of golf in FY2019. In 2017 November 8<sup>th</sup> was our last day of fall golf in FY2018. In 2016 November 18<sup>th</sup> was our last day of fall golf in FY2017.
- According to the National Golf Foundation temperatures were down approximately 5 degrees in our region in October and rounds are down 19% in the Midwest region.
- With the management company possibility coming out in December we did hear concerns from the Season Pass Holders and other customers. We have done our best to manage concerns and I do believe with good weather in the spring and a communication regarding the decision we will see many of our loyal customers return.
- We continue to focus on creating a desirable atmosphere in the pub based on customer service, menu items and family friendly initiatives.
- Wages and total compensation continue to be reviewed primarily for hourly staff due to the lack of potential employees in the marketplace.
- We have stayed active on the golf course throughout the winter due to early freezing rain and puddling on the greens. We did get a warm stretch that help break up most of ice on greens but did not completely remove. Since we have continued to get snow we have not done any maintenance to the greens but we will monitor very closely as it begins to warm up.

Financial Snapshot

- We attribute unsatisfactory revenues to poor weather October resulted in 1039 less rounds in October than previous year. November weather was also poor resulting in 118 less rounds than prior year.
- Were down approximately \$63,000 in green fees and season pass revenues are down \$37,000
- While Food and beverage revenues struggle to budget we did beat prior year in both November and December.
- We are doing our best to control costs. Expenses are high right now but we do expect them to flatten out through the season. We have also had some delayed expenses hitting FY2019 when they should have hit FY2018 and financials are not as up to date as possible. We will continue to work with our accounting company to remedy.

Pending Legal Action:

- No litigation pending.