



Oneida Golf Enterprise Corporation

Fiscal year-To-Date Reporting for period Ending:

March, 2019

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

- Kemper Sports is now managing Thornberry Creek at Oneida as of February 15th, 2019. So far the transition has been very positive and there has been overwhelming support and encouragement. We will be supported on a daily basis with a Regional Operations Executive, Steve Loomis and a Regional Sales and Marketing Director, Phil Arouca among many other in the organization.
- 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 second quarter as we have had a typical winter January to March.
- 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, VACANT– Restaurant Managers
 VACANT – Event and Catering Sales
 Joy Lundberg – Event and Catering Coordinator

VACANT– Event and Catering Assistant
VACANT - Executive Chef – new hire start 5/28/2019
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
Kathleen Kaminski - Controller

- Season passes were slow through January but started to pick up as the weather warmed up. Through the end of March we are at \$91k. Prior year through March we were at \$124k.
- 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 continued to remove snow from the greens to promote a healthy winter. The Legends 18 came out really good. The Iroquois 9 does have some winter kill on greens that we are managing.

Financial Snapshot

- We attribute unsatisfactory revenues in golf and food and beverage 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.
- With poor weather in the fall F and B is still competitive to prior year which is encourage. We do recommend we rebrand the restaurant this fall. This could be as minimal as naming it so that we can market it that way.
- We have worked hard to control expenses and brought them much closer to budget compared to the first quarter. Total operating expenses are within \$6k of prior year and \$15k to budget. At the end of the first quarter we were \$80k away from prior year and \$43k away from budget.

Pending Legal Action:

- No litigation pending.