



Annual Letter to the Members from your Hillcrest Board of Directors:

December 17, 2018

Dear Members:

Recapping the 2018 golf season, we opened mid-March following another dry winter. As you recall, we didn't have much snow which impacted the quality of the playing surface early in the season. However, by early May our grounds crew presented excellent course conditions for the NCAA Division II West Regional Women's Championship. We received a commendation from the NCAA, not only for course conditions, but for the courtesy and professionalism demonstrated by Fort Lewis College staff, Hillcrest staff, and our wonderful group of volunteers. In June, the course was also in top shape for the 57th Navajo Trails Open. Participation was a bit down for member golfers, but we are looking at some enhancements to build numbers back up this year. We look forward to this year's NTO, with the Hillcrest Junior Golf Foundation continuing as the tournament's sponsor.

Fees for golfers and members remained unchanged in 2018. We also continued our popular Mother's Day and Father's Day promotions. In 2018 the number of members, purchases of coupon books, and the rounds of play all remained stable.

We continued to host the Adaptive Golf Program on Thursday mornings during much of the season, providing equipment and full use of the practice area without charge. This program grew during the year to serve over 50 clients, and we look forward to supporting this worthwhile program again this year as it expands its programming and provides a specialized golf cart for its mobility impaired players.

Changes and upgrades to the clubhouse included a fresh look with new paint inside and outside- thanks largely to the efforts of nearly 30 volunteers. Other work included the repair of stucco at the cart barn, installation of a light for the flagpole, the addition of new rental spaces for battery powered and hand pull carts, and the relocation of lockers convenient to the women's locker room.

Perhaps the most significant change for the club this year was the resignation of John Vickers in August, after a 12 year tenure as our Head Golf Professional. Our decision to change the Club's business model was met with a lot of comment from members. Much of the feedback was positive, but, to be fair, some of the criticism of your Board was deserved. We responded by doing a better job of providing information to members and communicating more frequently. This transition was a monumental task and we all worked hard, with your Board putting in lots of hours and our members graciously extending a great deal of patience. We owe a huge debt to Randy Kahn who served as our interim manager, Bud Andersen who filled in so many key roles, as well as to our dedicated staff that finished the season.

To find our new golf professional, we worked with the PGA to perform a nationwide search for candidates, receiving 35 applicants; we performed phone interviews with six, and invited three finalists to Durango for on-site interviews. Our interview teams, consisting of Board Directors, Club members, and staff, recommended to the Board that Michael C. McCloskey of Lake Tahoe, Nevada be hired. In September, the Board offered him

the position as our General Manager/Director of Golf, and he accepted. Michael began work on a part time basis last week, and will begin full time on January 2, 2019. Last week's Open House warmly welcomed Michael, his wife, Moriah, and their two daughters. Their 4 year old, Marliegh, was quite entertaining, and Michael got to chat with about 50 members.

Among the many business decisions that were necessary was the replacement of our cart fleet. We are pleased to announce that a new Club Car fleet, with a Beverage Cart, will arrive in February. We are planning other course and club improvements and will keep you updated as they develop.

Electronic voting was a major innovation adopted for this year's Board of Directors voting. This method increased our voter turnout while still allowing paper balloting for those who preferred it. Please join me in welcoming new Board members Michael Anziano and Bill Warren, who took their seats in November, as well as myself, who was re-elected. A BIG thank you goes to outgoing Board members Doddie Abeyta and Paul Wilson for their selfless service and dedication over the past several years, This year your Board regretfully accepted the resignation of two Board members, Terry Swan and Ryan Cleveland. The Board appointed Marcia Baxter to replace Terry in July, and Jesse Larson to replace Ryan last week. Thank you, Terry and Ryan, for your service to our club!

Lastly, after a detailed analysis of future projected revenues and expenses, your Board decided to keep membership, trail, and storage fees unchanged for the 2019 season. Range fees are currently under review. Full membership - \$650 (Early bird discount - \$600 -Available during the month of February)

Spouse - \$550

Junior - \$90

College - \$300

Family- \$1290 (Early bird discount - \$1240 during February)

20 round coupon book - \$310

10 round coupon book - \$165

Locker, club storage and push cart storage fees all remain the same.

The Clubhouse will be closed during the month of January to allow some renovations and planning by our office staff. Mr. McCloskey will also be traveling to the Orlando, Florida golf apparel show that month to begin purchasing golf shop inventory for the 2019 season. This season, our Early Bird Discounts will be available during the month of February, and the Clubhouse will be open to accept payments. Forms will be also available online for mailed payments.

Your Board of Directors and Golf Club staff wish you a very Merry Christmas, the Happiest of Holidays, and a promising New Year for you and your families.

With warmest regards,

Michael Brennan

Board President