



COUNTRY CLUB

Dear HHCC Member,

As we move closer to 2018 I wanted to let you know about all the improvements that we have made at Hunting Hills Country Club over the past few months as well as what changes will be taking place in 2018.

First, the remodeled Hill's Lounge has been a big success. The steps at the pool, the new chairs, tables and umbrellas and other improvements allowed us to have our most successful season at the club. The bunker on #2 has been rebuilt and the trees around #9 have been cut down to allow more sunlight on the green and give a great view of #9 from the road. Overall course conditions are the best they've been in a decade. We didn't stop there. We continue an aggressive clean up of all the areas around the club that have seen 40 years of over-growth that have taken away the beauty of the facility.

To continue to bring you the club you deserve we are introducing the New Hunting Hills Country Club for 2018. It starts with a change of the golf course. No longer will you have to drive your ball across Crossbow Dr. #18 will become a par 3 from the top of the hill. The tee box will be from 170 yards to 215 yards. #10 will become a par 5 with a new tee box by the cart path for the blue tees.

We've added an exercise room with a personal trainer. Mike Ray has moved into the sunroom with multiple weight machines and free weights. We will be adding cardio equipment as soon as we can remodel the area and expand onto the patio. Members can use this area now for no additional charge. If you would like a personal trainer, Mike's services are available. You will receive a discount as an HHCC member.

To better communicate with you the member, we are changing our operating system for clubtech to Buz software. This will allow all areas of the club to be on the same page and integrated. We will have a new website as well as a phone app that will be linked in the system provided by Buz. With the new phone system and the new Buz operating system finally all areas of Hunting Hills Country Club will be on the same page. We will have much more on this as we look toward a January launch.

On the Food & Beverage side we are eliminating the 10% service charge. It was very confusing and one of the things that members really didn't like. So starting in 2018 you will tip based on the service you receive. It is up to us to provide the service you deserve as a member and it is your choice to decide what the tip should be based on their performance. We will be changing the Food Minimum process. First it will be a monthly minimum instead of a quarterly one. The quarterly way was so confusing because of the old system. Starting January 1, 2018 it will be monthly and the cost will be \$40.00. This is an increase from \$30.00. Food cost has gone up and the club has been at \$30.00 for the last 10 years. Also we will have a pay it forward program which will

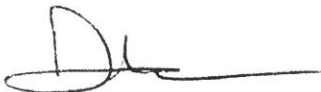
allow you to save 5% if you pay six months in advance. Twice a year, January and July you can prepay your food minimum for \$228.00, a saving of 5%.

As you all know the club is 47 years old and with any facility that age there are areas that are in need of repair and remodeling. In the past the club did nothing to prepare for these things and was caught off guard when things happened. To prevent that from happening in the future we are starting a Capital Improvement Fund. \$75.00 will be billed in January to every member and this money will go into a special account that can only be used for capital improvements to the club. **It will not be used for the everyday operating expenses of the club.** As we move forward and make smart business decisions we can upgrade the facilities but also build the fund that will allow us to make this the club that the members want and deserve.

We have evaluated all our membership categories and realize that we have many that provide the same benefit but have a different name and or a different monthly fee. Some of these memberships were run as specials in previous years to obtain new members but they were never converted to the appropriate category when the year was over. To correct this situation we have reworked the memberships and monthly fees into 9 categories. Each member will receive an individual letter based on their current membership level. In most cases the name of your membership is the only thing that has changed. We adjusted some monthly fees and added a few new memberships with different levels of use of the clubs facilities. This will allow members and perspective members more options to enjoy Hunting Hills Country Club.

As you can see we are working hard to bring you the members a club you can be proud of and one that you can help us promote in the community because the best salesman is word of mouth. The Staff, Board of Directors and myself thank you for your support and we look forward to a great 2018.

Sincerely,

A handwritten signature in black ink, appearing to read 'Duke Edsall', with a long horizontal flourish extending to the right.

Duke Edsall  
General Manager