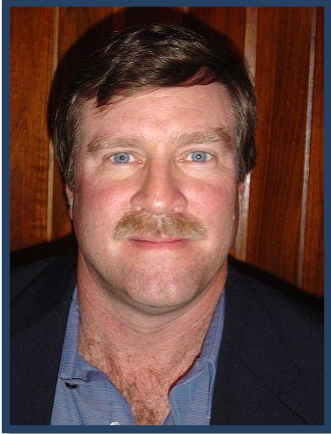


A Visit With PCCC Board President Stuart Powell



You are in your 4th year of serving as the President/General Manager at the Club. This is your last year in office. What is the projected path forward relating to day-to-day management of the Club after you leave office in January of 2011?

The board is looking at several options. We still do not believe that we are in the financial position to hire a full-time General Manager. The board will be looking hard at this issue over the next two months to come up with the best solution for the club.

We are now without a Chef. How will the kitchen operate until a new Chef is hired? What is your best guess on how long it will take to have a new Chef on site?

Fortunately for the Club we have a very experienced staff in the kitchen that will be able to continue to serve great meals. We have already started the search for a new Chef and hope to have one on-board shortly.

Is a percentage of our PCCC members monthly dues deposited in a fund to support future capital projects? If so, how much money is in the fund now and what are some of the projects that the money has been used for recently?

\$10 of the monthly dues from all classes of membership except for Social members goes towards capital projects. Currently the account has about \$80,000 in it. We haven't used much of it, but capital funds were used for repairs on the swimming pool. We are going to be replacing some refrigeration units and an ice machine in the kitchen next week which we will also fund through this account.

Several years ago our Resident Members voted down a proposal for an entirely new golf course sprinkler system. The cost was going to be about \$1.5 million dollars. How is the current system holding up now? Is the day quickly approaching when the irrigation system will have to be replaced?

If you were to ask me what items I worry about most at our Club, I would have to say that during the summer months the course sprinkler system is at the very top of the list. While the current system has held up so far, our grounds crew spends more time than I would like repairing it. On the flip side of that, I believe that we can continue to patch it together and keep it working for several more years. This summer was one of the worst on golf courses that I can ever remember, with many courses in our region losing their greens. We were able to make it through the season without any major problems. Most of this can be attributed to Doyle Brookshire and his dedicated crew. The course irrigation system obviously worked well enough to get us through a very tough summer.



The recent membership promotion appeared to be successful. Can you tell us how many new members we gained and also give us our total number of current members by category when compared to this same time last year?

I was quite pleased with the results of this year's Membership Promotion. Listed below is detailed information about our current membership numbers.

<u>Membership Type</u>	<u>Sept 2009</u>	<u>Sept 2010</u>	<u>Gained in 2010 Promotion</u>
Resident	184	182	8
Non-Resident I	6	6	1
Non-Resident II	19	18	2
Juniors (All Types)	30	33	9
Associate	2	2	0
Senior	13	11	0
Tennis	8	0	0
Social	159	187	24
Business Social	0	2	2
Non-Resident Tennis	3	2	0
Clergy	0	0	0
Widow/Widower	8	7	0
Total	432	450	46

Don Lockwood has been serving as the Club's Director of Operations. What are his current job duties and responsibilities? Is he going to continue in that role?

Don's role is very similar to what a General Manager would do. He works closely with our PCCC Department Heads and helps them interface with each other and work as a team. Don spends a great deal of his time working on membership. We have him to thank for the great membership drive that we had this year. He is a great asset to our Club and deserves a big Thank You for all of his time, expertise and dedication. The Board still needs to finish looking at our management model for next year. Don and myself are totally committed to continue working with the Club as needed.

For many years an outside auditing firm was hired yearly to go over the Club's books and look for discrepancies and to make recommendations on how to improve the overall financial status of the Club. What steps are taken now to ensure the financial stability of our Club?

While I realize that in large companies audits are a normal thing, in small businesses you rarely see outside audit companies being hired. We have checks and balances built into our system and currently are very fortunate to have Mark LaBossiere, the Finance Director for the City of Ponca City, serving as our Board Treasurer. Members should not worry that our finances are not being handled properly. The financial stability of the club is a major concern to the board. Last year we performed very well. However, this has been a tough year and we will continue to look for ways to create more revenue.

It has been said that the board is negotiating with one of the area's casinos for an agreement where guests staying at the casino will be allowed to play the PCCC golf course and use some of the other amenities at our Club. Can you give us any details on that?

We have been approached by one of the casinos and we are going to meet with them to see if there are some areas where we could serve their guests needs. This will probably require some type of new membership category which will need to be voted on by our shareholders. So, as our discussions with the casino moves forward, we will be keeping our members informed in a timely manner.

What are the Board of Directors biggest concerns right now?

I think that the two biggest concerns that the board has currently are (1) our overall financial position and (2) our management model. As we go into the end of the year and start to prepare next year's budget, the board will be very pro-active in looking for ways to cut costs and generate more revenue.

Are all departments of the Club operating on the same budgets as last year?

All of the departments with the exception of the Golf Shop lowered their budgets slightly from last year. The Golf Shop's budget was increased by a small margin. We recently met with another private club very similar to ours and we sat down and compared our financial data. The personnel from the other club were amazed at how low our expenses were in every department. All of our department heads need to be congratulated on holding down their expenses.

What are you most proud of as far as the accomplishments at the Club over the last year or two?

I am very proud of the results of our membership drive this year. Had we not replaced some of the members that we lost this year we would be looking at either a large dues increase or cutting services. Increasing our membership was a great accomplishment. I am also quite proud of the fact that we have been able to stay cash positive over the past two years. My first couple of years on the board we were in the position of dipping into reserves quite often. Over the past two years we have not had to dip into our reserves.

Do you have any other thoughts that you would like to share with the PCCC members?

As my term as Board President winds down, I would like to remind our members that this is YOUR Club. Over the past couple of years we have been able to accomplish a great deal even with a declining membership. This is due primarily to many of our dedicated members stepping up and helping out. If we can continue to all work together, the Ponca City Country Club will be around for many years to come. I believe our Club is incredibly important to the future success of our community. Having a solid and thriving country club definitely helps bring new businesses to Ponca City.

