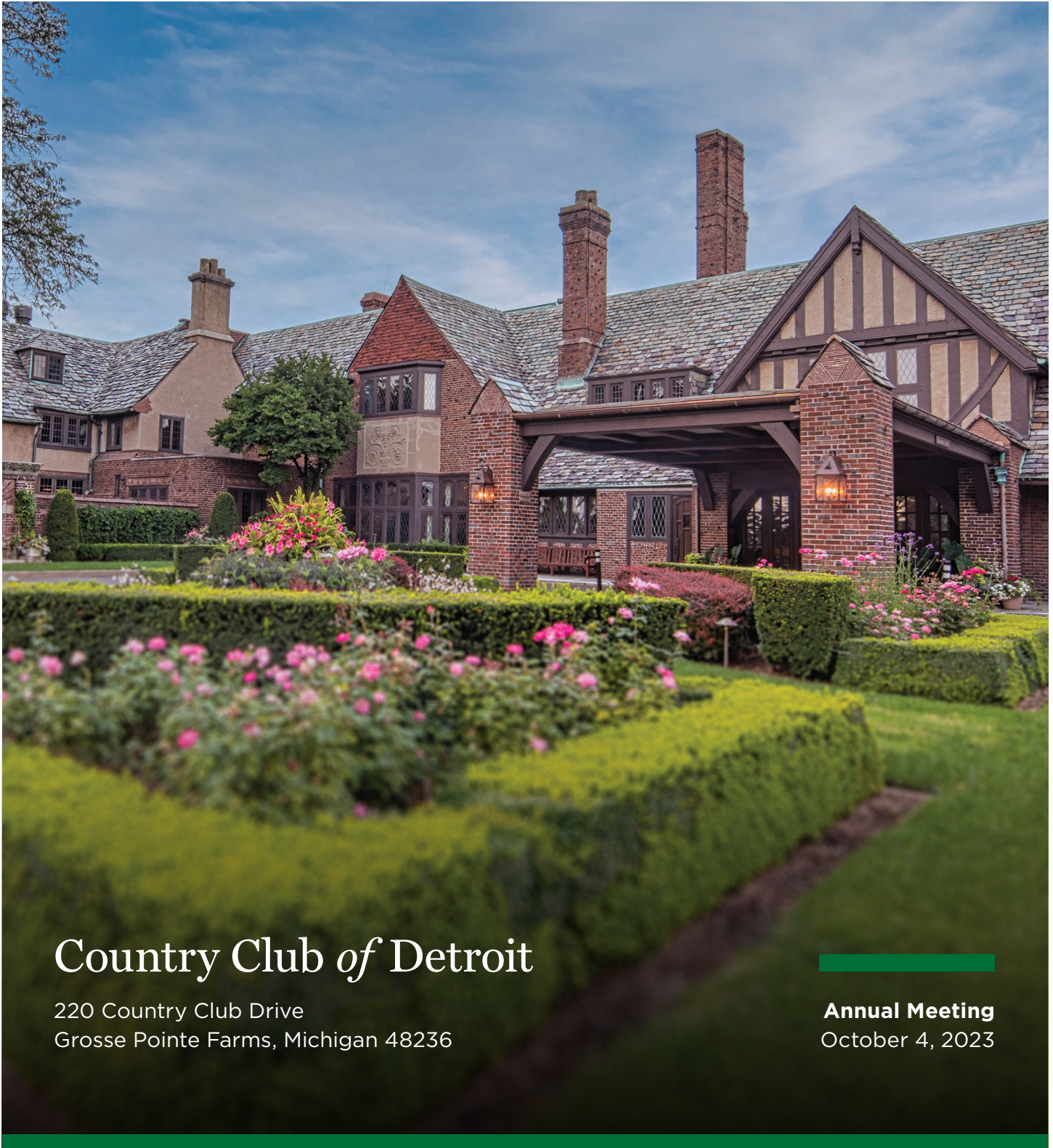


2023 Annual Report



Country Club *of* Detroit

220 Country Club Drive
Grosse Pointe Farms, Michigan 48236

Annual Meeting
October 4, 2023



Country Club
of Detroit

MISSION STATEMENT

Country Club *of* Detroit provides its Member families an outstanding private club experience featuring superior service and premier facilities, enriched by distinctive programming for all age groups.

VISION

To be recognized as one of the premier country clubs in America.



Country Club
of Detroit

2022-2023 // BOARD OF GOVERNORS

EXECUTIVE COMMITTEE

President

Wm. Scott Crane

Vice President/LRP Co-Chair/Communications Chair

James R. Case

Treasurer/Finance Chair

R. Andrew Martin, Jr.

Secretary/Greens Chair

Daniel C. Watson

BOARD OF GOVERNORS

James R. Case

James H. Dingeman III

Thomas C. Shafer

Wm. Scott Crane

John W. Lambrecht, Jr.

Dr. Charles J. Shanley

Joseph J. Curtis, Jr.

R. Andrew Martin, Jr.

Daniel C. Watson

MANAGEMENT STAFF

ADMINISTRATIVE

Craig Cutler, CCM

Bryan Sandzik

Laura Tumbarello, CMP

Marek Choma

Jessica Sarka

General Manager/COO

Assistant General Manager/Sommelier

Executive Assistant/GM & Board

Controller

Assistant Controller

FOOD AND BEVERAGE

Brian Beland, CMC

Alan Ciochetto

Casey Galvan

Jodee Reyes

Anthony Stramaglia

Amy Knoles

Stacey Shaw

Andrea Kessler

Jennifer Stuart

Executive Chef

Executive Sous Chef

Sous Chef (Casual & Season Restaurant)

Sous Chef (Banquets)

Sous Chef (à la carte Restaurant)

Pastry Chef

Banquet Manager

Dining Room Manager

Seasonal Dining Operations Manager

CATERING AND EVENTS

Christina Southers

Julia Seychel

Director of Catering

Catering Coordinator

COMMUNICATIONS

Brooks Hoste

Director of Communications

MANAGEMENT STAFF *(cont'd)*

MEMBERSHIP

Laura Tumbarello, CMP

Membership Director

GOLF

George J. Forster, Jr., PGA

Dan Colton

Ryan Grant

Adam Farabaugh

Jeremy Scott

Kierstan Van Norden

Tyler Newell

Matthew Leiti

Austin Zeiter

Director of Golf

First Assistant Professional

Director of Golf Services

Director of Instruction

Teaching Assistant and Junior Golf

Teaching Assistant

Seasonal Assistant/Men's Golf

Seasonal Assistant/Women's Golf

Golf Services

HOUSEKEEPING

David Blackwell

Executive Housekeeper

RECEIVING

Jim Dale

Receiving Manager

FRONT DESK

Donna McAlister

First Impressions Manager

GROUNDS

Ross Miller, CGCS

Jack Thomasma

Jarrett Weirch

Alan Herbert, Jr.

Cassandra Budzik

Antoinette Maggio

Director of Agronomy

Assistant Superintendent

Assistant Superintendent

Equipment Manager

Horticulturist

Florist

ENGINEERING

John Baal

Chief Engineer

BOWLING

Joseph Conflitti

Director of Bowling Operations

DAY CAMP

Ellen Durand

Day Camp Director

SWIM/AQUATICS

Elizabeth Nelson

Pool Director

RACQUET SPORTS

Joseph Shaheen

Madeleine Paolucci

Tennis Professional

Paddle Tennis/Pickleball Director

HEALTH & FITNESS

Mick Myslinski

Becky Caulfield

Fitness Manager

Health & Fitness Manager



Country Club
of Detroit

BOARD OF GOVERNORS ANNUAL REPORT

OCTOBER 4, 2023

Dear Fellow Members,

We began the 2023 year in a position of strength regarding our finances, physical plant and grounds condition, membership pipeline, management team and general club culture. We, as a Board, concluded that this was a unique opportunity to build on our strengths, minimize risk and establish a strong foundation for our Club's future.

During our strategic planning process, we identified key risks that were important to address. We then identified, quantified, and defined our Regular Capital Requirements, Necessary Club Infrastructure, and Aspiration Capital. Our challenge was to determine how to fund these requirements over time in the face of accelerating inflation while maintaining an exceptional club experience for our members. We concluded that a \$125 monthly capital fee coupled with higher initiation and transfer fees could adequately fund annual depreciation without expanding our membership roster.

Our financial performance remained strong in 2023. The Club ended 2022 with another record of \$14,738,000 and our forecasted revenue for 2023 is \$15,223,000. Our long-term debt is on schedule to expire by Q2 2026. We have over 65 prospective members in the queue, and our member attrition rate is an industry leading 1.5% (Industry Average is 5%). However, inflation has had a significant impact on our operational costs and profitability. While we expect a 2023 operating profit of \$180,000, or 1.2%, in 2023. The 2024 budget forecast is an operating deficit of \$417,000, resulting in the proposed dues increase of 7.0%.

We have some great momentum coming out of 2023. Our memorandum of understanding with the City of Grosse Pointe Farms to provide an economical long-term source of untreated water is on track to begin the Fall of 2024. An opportunistic time to invest in our new pumphouse and proposed irrigation system for our golf course. The new Pickleball Courts have been a fantastic addition to the lower campus and our racquets offering. We expect to hire a new full-time Director of Racquets this winter who will bring fresh programming to our entire racquets experience. New, more modern, golf simulators are also scheduled to be installed in the Day Camp Building.

Provided we have an affirmative vote for our capital fee and dues, the CCD will be in a strong position to absorb and withstand economic headwinds. We can pre-empt emergency spending and tactfully re-evaluate and explore the 2022 Way Forward plans. The Board and Ross Miller will continue to evaluate the Championship Course Greens and determine the best course of action for improving our golf experience.

I have really enjoyed working with all the past and current Governors over the past six years. I assure you that all have contributed to the betterment of our Club. We should all be thankful for their service. This past year Andy Martin and the Finance Committee have been instrumental in providing guidance for our financial planning. The Membership Committee, led by Joe Curtis and Jay Lambrecht, have made subtle but very significant changes to our membership process that should endure for many years. The general guidance from Jim, Dan, Chuck, Jamie and Tom has been invaluable to me and the collective decisions we have made as a Board.

It has been an honor to serve as President of the Country Club of Detroit. This Club has been a part of my life and extended family for nearly three generations. I am thankful for this experience and grateful for the support offered by you, the Members. I truly believe that the Club is on a firm foundation for the future and I am hopeful that my service will positively impact your families experience for many years.

*Mr. Wm. Scott Crane, President
Board of Governors*

FINANCE COMMITTEE

Mr. R. Andrew Martin, Jr., Chairman

Mr. John S. Ecclestone, Mr. Alfred J. Fisher III, Mr. Neal Gram
Mr. Steven Grob, Mr. Scott Lindsay, Mr. James Penman

2022 Full Year Operating Results

Our independent CPA firm, UHY LLP, provided the audit of Country Club of Detroit's financial statements for the year ending December 31, 2022 resulting in a "clean" opinion.

Looking back, 2022 was a very busy year with record breaking revenue and usage of the Club. Without the overhang of the pandemic, the Club enjoyed a successful year with significant increase in member participation throughout many of Club's amenities. Country Club of Detroit ended 2022 with total operating revenue of \$14,725,327 an increase of 10% or \$1,350,348 from 2021. CCD's food and beverage sales were \$5,242,042, an increase of \$527,997 compared to 2021. Other Club revenue sources such as golf, bowling, swimming, day camp and fitness realized \$465,600 in additional revenue compared to 2021.

Total expenses in 2022 were \$14,760,909 which was \$1,242,099 higher than 2021. A significant part of the year over year increase in Club's expenses was associated with Club's Labor and Related Expenses. These expenses totaled \$7,852,490 in 2021, while \$68,682 lower than budgeted for the year they were \$813,643 higher than prior year. Unlike the prior couple of years. Club was able attract and retain proper staffing levels throughout the year and provide exceptional service levels associated with Club's status and history.

2022 was a year of highly elevated wage demand associated with service and hospitality fields. The Club was not immune to this industry wide phenomena and if anything, due to the seasonality of Club's business it was impacted by it more. Club's other operating costs totaled \$4,401,917 which was an increase of \$487,669 vs prior year and greatly impacted by 8% inflation rate during the year. Club's cost of sales accounts were similarly impacted by significantly elevated price levels during the year and came \$512,101 higher than budgeted at \$2,358,933. Club's financial performance in 2022 allowed us to transfer \$100,000 to Funded Depreciation (compared to \$500k in 2021, \$275k in 2020, and \$325k in 2019.) As mentioned in prior years' communications Club has seen a steady decline in New Member activity due to the fact of being at capacity in most membership categories. This current trend has resulted in initiation and transfer fees of \$567,074 in 2022 vs \$1,160,441 during 2021.

On December 31, 2022, the Club's Total Assets were \$27,085,432 and Member equity was \$21,911,069 CCD finished 2022 with \$3,941,052 in cash, compared to \$4,238,397 in 2021, \$3,565,757 in 2020, and \$3,333,640 in 2019.

Year-to-date operating results through July 2023 and Full-Year Forecast (unaudited).

The Club continues a trend of year over year improvement in revenue. Through July, the CCD generated revenue of \$8,818,813 up \$403,546 from budget and \$762,119 versus last year. Our full year revenue forecast is \$15,207,996 versus budget of \$14,804,450. Member dues, food and

beverage sales, Golf and Bowling all had increased revenue in 2023. However, as should be no surprise to anyone by now, the Club has experienced significant and continuing increases in operational expenses since at least the middle of 2021, accelerating throughout 2022 and stabilizing in 2023 at a new elevated norm. These increases are broad and are impacting us in every area of the Club's operations. Just about everything needed to maintain our golf course and grounds has risen dramatically in cost. Most significantly, the Club's labor expenses, particularly for hourly and seasonal staff (again, in all areas of the Club) are up significantly.

2022 Capital Expenditures

We were able to start working on the Pickleball courts in spring of 2022 and continued into the mild beginning of winter with final finished project delivered to membership in early summer 2023. This year's updates include Clubhouse and Tennis area awnings as well as new carpeting in the St. Clair Room and the Main Dining Room. We continue to benefit from our own maintenance staff's unique capabilities and are fortunate to benefit from their unrivaled woodworking and finishing expertise.

Long Term Debt and Initiation and Transfer Fees

By December 31, 2023, without additional principal payments, the Club's total long-term debt will be reduced to \$1,944,342. Current Phase II notes are scheduled to be paid off no later than early 2026. While 2021 was a strong year for initiation and transfer fees, \$1,160,441, these fees fell significantly lower in 2022 at \$567,074 and are projected to be \$551,500 in 2023 with this trend continuing over the next few years. The reduction is the direct result of the Board's decision to cap access to the golf course at current levels, through careful management of the new member process. Interest in our Club remains very high, and we continue to maintain a very strong pipeline of potential members, but constraining new initiations has and will continue to keep initiation and transfer fees at a lower level for the foreseeable future. Initiation and transfer fees make up the majority of the funds used for regular capital expense items.

The Club is in the process of rebuilding the capital shortfall associated with noted reductions in initiations and transfer fees by introducing \$125 a month capital fee. This fee will allow the Club to raise additional \$777,060 in capital funds. Currently Club has a quarterly capital fee of \$125 which generates \$395,220 annually.

Dues Increase

The Finance Committee's budget subcommittee has reviewed the Club's expenses and budget for 2024. They have recommended, and the Board of Governors has approved, a request for 7% dues increase next year. While this is the second year with an elevated dues increase, the inflationary environment which started in 2020/2021-time frame will not allow the Club to provide the level of service expected by our Members without keeping pace with rising costs and allow dues to more accurately mirror the persistent inflationary environment. When viewed as cumulate and compounded Clubs dues have increased by 23.26% from 2019 to 2024 while rate of inflation by 26%. As proposed 2024 Active Golf dues will go up by 7% from \$901 to \$964 however if adjusted for prior years inflation rate the dues would be \$985. We would like to thank the Members of the Finance Committee for their service and dedication to our Club, and our Members for their continued support.

Mr. R. Andrew Martin, Jr., Chairman

1897 FUND/SOCIETY COMMITTEE

Mr. Thomas C. Shafer, Chairman
Mr. Arthur B. Hudson, Jr., Chair-Elect, 1897 Society

Mr. Mark Fossee, Mr. John Kronner, Jr., Mrs. Beline Obeid
Mr. John Scholtes, Mr. George Short, Dr. Kurt E. Tech

Many thanks to our Members who have contributed to the 1897 Fund supporting our ability to deliver projects beyond the reach of our annual budgets. This is particularly important for our Club as we invest to maintain and enhance our grand campus and historic clubhouse.

I would like to acknowledge the dedication of the 1897 Committee and the work of Mr. Sandy Hudson for his advocacy of the Family Legacy Circle. This category creates an opportunity to recognize families for their lifelong commitment to the Club, past and present. We would like to thank the family of founding member, Mr. James Harrington Walker, for their contribution and commitment to the Club. Our 2023 goal is \$175,000 and to date, we have received 63% of that goal, thanks to the newest Family Legacy Circle Members.

Last year, the 1897 Society Members voted to develop the areas of the Bowling Green by installing bluestone patios to include plumbing, gas fire amenities and furnishings. This project will also include a bluestone patio near the Men's Locker Room. Additionally, the funds will be used for new mechanical windows for the porch, making it a four-season space for dining. The future project will be a bar adjacent to the Grille Room for golfers after their round, with the main goal of enhancing the Member dining experience in the Tavern.

1897 Society has levels of contribution and payment options designed to fit your preferred commitment; Family Legacy at \$25,000, President's Circle at \$5,000+, Governor's Circle from \$1,250 to \$4,999, and 1897 Society from \$750 to \$1,249. If you have any questions or would like to donate, please contact Laura Tumbarello, Membership Director, at 313.882.3212. Please note that gifts to the CCD 1897 Fund and not tax deductible.

Since the inception of the 1897 Fund in 2013, the Club has benefited from Members giving over one million dollars to support the completion of projects to enhance our Clubhouse and grounds.

Projects Completed to Date:

- 2021 – Porte Cochère, Valet Room, Architectural Lighting, Front Desk Renovation
- 2019 – French Room Restoration
- 2015 – Purchase of 1954 Havemeyer U.S. Amateur Tournament Replica Trophy
- 2015 - Men's Locker Room Non-Wet Areas
- 2014 – Short Game Practice Area
- 2014 – Overnight Accommodations
- 2013 – Ladies 'Locker Room and Powder Room
- 2013 – Casual Dining in Grille Room and Restoration of *Aqua et Interdictus* Mural

To identify 1897 projects, the Club will place a fleur de lis plaque to build awareness of the 1897 projects. Look to read more about this incentive in an upcoming *In Good Company* publication.

Thank you again for your generosity to maintain the traditions that have been instilled for over 125 years ago.

Mr. Thomas C. Shafer, Chairman

MEMBERSHIP COMMITTEE

Mr. Joseph J. Curtis, Jr., Membership Chair
Mr. John “Jay” Lambrecht, Jr., Board Member

Mrs. Dorrie Brennan, Mr. Arthur B. “Sandy” Hudson, Jr., Mr. Jeffrey Huebner,
Mr. Robert Kruse III, Mr. Benjamin Paddock IV, Mrs. Phoebe Weinberg

The Club’s facilities and amenities continue to improve and are a significant draw for prospective members. We currently have a healthy pipeline with sixty-seven prospective members waiting to meet the Board and 29 Members on the wait list to transfer to a golf membership. The Active Golf membership is full and Social is close to capacity. As a result, the Board has slowed down the process of meeting candidates and we are meeting solely based on one-in and one-out. As of the date of the Annual Meeting, the Club has welcomed thirteen (13) new Member families this year. This is significantly lower than in years past, but we feel it has been the right thing to do to maintain our membership experience.

This year, our Membership Committee was committed to reviewing policies, initiation fees, and strengthening our membership process. The following is a list of areas that the committee addressed to ensure that we are welcoming candidates that will add to the club’s values and history.

Membership Process:

- The Sponsor proposal process will be included with Member requests for a candidate proposal.
- A guideline for the support letters has been established for a better knowledge of how the sponsor and endorsers know the candidate, i.e., relationship, knowledge of candidate, character and family dynamics.
- The posting eblast to Members of candidates who have met the Board will include the candidate and spouse’s business, home address, family photo, names of sponsors and endorsers.
- An updated Candidate Proposal for Membership has been created that requires information better for vetting of candidates.

Initiation Fees:

- The recommendation to raise the initiation fees is based upon the amenities and value offered at the Club.

Non-Resident Memberships:

- The three (3) Non-Resident membership categories were reviewed: Legacy Non-Resident (LNR), Non-Resident (NR) and Temporary Non-Resident.
- Legacy Non-Resident: Recommendation made and approved to increase the initiation fee, remove the dues credits, and when moving back to the area, allow for transfer to a Social category if there are no vacancies in Junior, Intermediate or Golf.

- Non-Resident and Temporary Non-Resident Members: Recommendation made and approved to transfer Member to their previous category when moving back to the Active Territory.

Our culture is unique and we are proud of how important it is to preserve. We urge you to introduce individuals who you feel will be “In Good Company.” It is critical that we adhere to our long history and tradition of proper introduction and vetting of prospective Members. We appreciate this diligence by our Membership, as your referral letters are invaluable in our process.

I want to sincerely thank those Members who have introduced a new Member to the Club in 2023 and my sincere thanks to the Membership Committee for their commitment and thoughtful involvement to the process. I would also like to thank Laura Tumbarello for her devotion to the Club and our Membership. She works tirelessly to help us maintain the continued excellence of our traditions and integrity of our Membership.

Mr. Joseph J. Curtis, Jr., Chairman

Membership Counts:

Category	12/31/2022	8/31/2023
Active Golf	396	399
Active Golf Senior	37	36
Active Limited Golf	71	78
Active Limited Golf Senior	10	9
Intermediate (30-34)	29	33
Junior (21-29)	9	9
Legacy Non-Resident	48	50
Lifetime	71	74
National Golf	11	11
Non-Resident	103	99
Spouse's Privilege	55	56
Social (30+)	195	184
Social (21-29)	4	2
Clergy	4	4
	1,043	1,044

HOUSE COMMITTEE

Mr. James H. Dingeman, III, Chairman

Mrs. Mindy Barry, Mr. Jim Bieri, Mrs. Ginna Donnelly
Mrs. Barbara Fisher, Mrs. Jaclyn Fox, Mrs. Barbara Gehlert, Mr. Arthur Hyde
Mrs. Anne Mabley, Mr. Michael Pyenta, Mrs. Elizabeth Rheaume
Mr. Aaron Robinson, Mr. John Scholtes, Mrs. Norma Stone

Purpose of the Committee

With the goal of enhancing the Membership experience and in collaboration with the Board of Governors and the Club executive management, the House Committee provides recommendations to the Board in matters pertaining to interior decorating, housekeeping, house rules, art and archives.

COMMITTEE FOCUS

Pickle Ball

As reported in the spring letter, Country Club of Detroit opened its six-court facility on July 14, 2023 with 250 in attendance. In sync with the Racquets Committee, the House Committee proposed a no guest policy for year one of the facility. Both Committees will re-evaluate guest policy for 2024 season.

Porch Updates

The screened-in Porch upgrades are awaiting final construction documents to start its transformation to a four-season space.

Archive Room

As the new Business Center and Archive Room was completed, the old Archive Room started in-house construction to create a second-floor private dining space. The Committee was presented samples to provide a recommendation to the Board. The newly renovated space will cater to groups of 14 and under and all for another area to entertain a small group at the Club.

Bowling Green Patios

Slated to begin this Fall, the Bowling Green patios will create two separate seating areas and increase overall Bowling Green capacity by 60%. The Committee recommended continuing with the wrought iron seating look currently at the Poolside Grille as well as and Adirondack style seating at the east seating arrangement.

Mr. James H. Dingeman, III, Chairman

SOCIAL ACTIVITIES COMMITTEE

Mr. John W. Lambrecht, Jr., Chairman

Mrs. Paula Cornwall, Mrs. Lindsay Curtis, Mrs. Mary DeBrunner
Mr. Paul Dwaihy, Mrs. Alexis Elley, Mrs. Julie Kornmeier, Mrs. Jane Kronner
Mr. John W Lambrecht, Jr., Mrs. Tanya Rulison, Mr. Matthew Swikoski

As the sun sets on another spectacular summer season, our country club reflects on the months filled with sunshine, laughter, and countless cherished memories. From May through August, our Club transforms into a hub of activity, offering a diverse range of summer-themed events and activities that make each day a memorable one.

While the summer season draws to a close, we look forward to the changing leaves and the upcoming autumn festivities. Our Club remains committed to providing exceptional experiences and fostering a sense of community year-round, as we eagerly await the new adventures and memories that the seasons ahead will bring. A Member favorite, the Feather Party on November 17th provides the excitement of Bingo but with a country club spin of prizes. It is then followed by our annual Thanksgiving Dinner Buffet. If you can join us for dinner, the Club also offers a Thanksgiving carryout option, so you can host your family at home.

This Holiday Season will feature our Jingle Mingle on December 2nd, Ladies Christmas Luncheon on December 8th, two Family Santa Brunches, one on December 3rd and the other on December 10th and finally Christmas Eve Dinner.

Our Catering Department and Social Committee are close to finalizing the 2024 calendar of events, and while many of our events over the past year have been highlighted, there are plenty of other activities our Club offers our Membership in the coming year including our Daddy Daughter Dance, Mother Son Bowling, and the Back to the Club Party. We encourage you to make your reservations early, as many of our holiday and annual events fill up quickly.

Undoubtedly, the heart and soul of our social gatherings lies in the remarkable and varied culinary delights we serve. We extend our heartfelt gratitude to Master Chef Brian Beland and our extraordinary culinary team for consistently delivering exceptional cuisine. Additionally, we'd like to express our appreciation to Catering Director, Christina Southers, and Catering Coordinator, Julia Seychel, who adeptly manage their multifaceted roles in orchestrating and bringing our events to life.

Feel free to call or visit the Catering Office if there is something you would like to see added to the line-up, as the Social Committee is always interested in new ideas and ways to grow and enhance our current events.

I urge everyone to look through the *In Good Company* publication and weekly emails as we are truly privileged to have such a variety of events offered for our enjoyment.

Mr. John W. Lambrecht, Jr., Chairman

COMMUNICATIONS COMMITTEE

Mr. James R. Case, Chairman

Mr. George J. Baer III, Mr. Richard Flynn, Mr. Sean T. Sullivan

In 2023, the Communications Committee chose to focus primarily on high-level efforts, with particular emphasis on communications related to long-range planning and the proposed increase to the capital and initiation fees. These efforts were realized through multiple letters to the Membership, FAQ documents, a Town Hall meeting and presentation, our weekly e-newsletter (*The Weekender*), and our quarterly magazine (*In Good Company*). Member feedback has been positive and encouraging.

We continue to produce *In Good Company* entirely in-house. All writing, editing, art direction, graphic design, and mailing preparation tasks are executed by the Club's professional staff. The same is true for our email, website, and mobile app communications.

The communications, marketing, and public relations industries are driven by questions of, *How do we know our strategies are working? How can we better measure successes and opportunities? Are we communicating clearly and effectively? Is there a better or more easily accessible way to deliver our message?* As in most businesses, we use metrics to help guide our decision-making and would like to share a general overview of the Club's 2023 results to date.

Email Communications

	Average Open Rate	Average Click Rate	Unsubscribe Rate
Industry Benchmark*	28%	5%	0.2%
CCD 2023	34%	10%	0% (9 addresses)
CCD 2022	33%	9%	0% (13 addresses)
CCD 2021	34%	11%	0.01% (26 addresses)

*Benchmark data is provided by MailChimp, an industry leader in email marketing. The data comes from campaigns sent to at least 1,000 subscribers by companies ranging from one-person startups and small businesses to Fortune 500 companies.

Year-over-year, our email open rates remain strongly above the industry average. Since our last report in November 2022, our open and click rates have increased slightly, and the unsubscribe rate has remained steady, with only nine Members choosing to opt out of Club emails.

In 2023, we have continued to publish *The Weekender* each Thursday. Several seemingly minor refinements to the newsletter, such as the inclusion of a table of contents with buttons linking to each interest area, have resulted in increased engagement. We have also introduced more interactive content, including a video series from the USGA, which has generated hundreds of click-throughs.

Our data show that 66% of Members read Club emails on mobile devices, with the majority on Apple's iOS. This is an increase of 5% over 2022. The remaining 34% of readers are split evenly between Windows and macOS computers. As such, we continue to improve our optimization for mobile devices while ensuring a seamless experience on desktop platforms.

Club Website and Mobile App

	Member Visits	Guest Visits	Average Visit Length
CCD 2023 (to date)	128,539	12,870	0:01:58
CCD 2022	91,967	48,040	0:02:11
CCD 2021	99,865	56,049	Data Incomplete

2023 Website Engagement by Platform

Mobile	67% <ul style="list-style-type: none">• iOS: 69%• Android: 24%• Other: 7%
Desktop	31% <ul style="list-style-type: none">• Windows: 52%• macOS: 48%
Tablet	2% <ul style="list-style-type: none">• iPadOS: 98%• Android / ChromeOS: 2%

Member engagement with the Club website and mobile app (which is functionally an extension of the website) remains strong. Although it appears that we have experienced a 40% increase in website traffic since 2022, this number is likely artificially inflated due to the replacement of our previous metrics tool — Google’s Universal Analytics, which is now officially deprecated — with Google Analytics GA4, which uses more advanced technology to gather its data.

In 2023, the team continued to consistently measure the average visit length across both the website and mobile app – which is 1 minute 58 seconds, a decrease of 13 seconds from 2022. This decrease in time is a positive trend, indicating that Members can access the information they need quickly.

Top Ten Website Pageviews in 2023

1. Homepage (Public)
2. Member Homepage
3. Member Directory
4. Tee Times
5. Dining Menus
6. Golf Homepage
7. Dining Reservations
8. Dining and Events Homepage
9. CCD Careers (Public)
10. Photo Gallery

As we enter our third year of having a dedicated communications department at CCD, we look forward to continuously improving our products and services. Feedback is always welcome and can best be directed via email to Director of Communications Brooks Hoste at bhoste@ccdetroit.org.

Mr. James R. Case, Communications Chair

GOLF COMMITTEE

Dr. Charles J. Shanley, Chairman
Mrs. Kay Agney-Lucas, Women's Chairperson

Mr. Kevin McMahon, Mr. Mark Ellis, Mr. Brian Burke, Mr. Tom Klippstein
Dr. Paul Nehra, Ms. Erin Alman, Mr. Richard DeNardis, Mr. John Kronner, Jr.

The overarching goal of the Golf Committee is to work collaboratively with management to provide a golf experience that parallels or exceeds the most elite clubs in the country. As the 2023 season draws to a close, I thought it would be instructive to review key 5-year operational statistics for golf operations at the Country Club of Detroit.

ROUNDS AND UTILIZATION (TABLE 1)						
		2019	2020	2021	2022	2023 THRU 8/31
ROUNDS						
	TOTAL	21,224	23,914	23,480	23,714	17,536
	MEMBER	17,280	21,603	19,009	19,651	14,251
	GUEST	3,944	2,311	4,471	4,063	3,285
UTILIZATION						
	CART	12,042	9,635	12,303	13,933	10,399
	CADDIE	4,826	1,848	3,737	4,386	3,857
	PULL CART	1,390	3,413	3,822	2,592	1,739
	CARRY	2,966	9,018	3,618	2,803	1,541

With a full membership in most golf categories and changing demographics regarding family participation, expert management of golf operations based upon Member feedback is essential to ensure a best-in-class Member experience.

In terms of total rounds played, management projects that CCD will finish the 2023 season at approximately 23,500 rounds (Table 1). By comparison, the average for the 5-year period 2012-2016 was approximately 15,212 total rounds. Management continues to actively monitor tee sheet activity to ensure consistency of Member access. Operational policies that have been implemented include:

1. Added "No Guest" windows on Tuesday – Thursday from 12:00 pm to 1:00 pm
2. Expanded "No Guest" windows on Fridays from 11:00 am to 2:00 pm

These policies have dramatically improved Member access to the tee sheet on a more consistent basis. With a guiding principle of enhancing the Member experience, the Golf Committee and management will continue to monitor tee sheet activity and utilize Member feedback to guide operational decision-making.

The Wednesday Night Men's League remains the most popular event on the Men's Golf calendar and most scheduled events field near-capacity numbers of participants (Table 2). Signature events such as the Men's Invitational are consistently oversubscribed; however, the transition to a 2-day Chapman Cup now affords the entire Men's Invitational waitlist and all active Members an opportunity to enjoy a Member-Guest experience. Participation in the Women's Member-Guest continues to grow and participation in all events remains robust.

PARTICIPATION (TABLE 2)						
MEN'S GOLF		2019	2020	2021	2022	2023 THRU 8/31
	EVANS MEMBER-MEMBER	80	NO EVENT	102	108	116
	MEN'S INVITATIONAL	168	112	168	168	168
	SWEENEY CUP	46	50	42	53	43
	SENIOR MEMBER GUEST	108	108	132	104	114
	CHAPMAN CUP	100	NO EVENT	NO EVENT	103	94
	FALL MEMBER-MEMBER	92	126	124	128	120
	PRESIDENT'S CUP (SEASON LONG)	98	61	90	84	105
	BETTER BALL OF PARTNERS (SEASON LONG)	120	84	115	112	128
	WEDNESDAY MEN'S LEAGUE	152	132	188	188	188
WOMEN'S GOLF						
	MEMBER-MEMBER	63	50	58	58	56
	MEMBER GUEST	54	52	53	60	72
	CLUB CHAMPIONSHIP	16	16	16	8	10
	BELFORE/SPRAGUE (SEASON LONG)	23	18	18	22	17
JR GOLF		141	63	152	135	115

I want to thank the entire Golf Staff for their tremendous effort and superb results throughout the 2023 golf season. I would also like to share my sincere thanks to the members of the Golf Committee for their commitment, counsel, and advice as we strive to provide a superb golf experience for the Membership.

Dr. Charles J. Shanley, Chairman

Men's Golf – 2023 Champions

Player of the Year	Scott Beals
Club Champion	Scott Beals
Sweeney Cup	David Scupholm
Senior Club Champion	Brandon Horrocks
Super Senior Club Champion	Roger Hull
Flighted Club Champion	Billy Daudlin
Senior Flight Club Champion	Steve Basile
President's Cup Champion	TBD
Better Ball of Partners Match Play	TBD
Men's Invitational Champions	Michael Hayden & Gordon Fisher
Senior Men's Invitational Champions	Dan French and Mike Wiskel (Better Ball) Ted Pryor and Jim Quinlan (Ringer)
Chapman Cup Champions	Tim Shield and Sean McLoughin
Evans' Scholar Member-Member Champions	Scott Beals and Jordan Borio
Fall Member-Member	Tom Sullivan, Jr. and Bruce Vor Broker
Men's League Champions	Curt Pedersen and Joe Boyle

Women's Golf – 2023 Champions

2023 WGA Committee

Chairman:	Kay Agney-Lucas
Vice Chairman:	Beth Jaskolski
Tournament Chairman:	Kristi Penman and Suzie Crane
9-Hole Chairman:	Paula Cornwall and Kim Baubie
Secretary:	Gretchen Carron
Treasurer:	Liz Ottaway
Assistant Treasurer:	Tracy Skupien
Historian:	Laura Huebner
Nominating Chairman:	Carol Burke
Advisor:	Amy Van Osdol
At Large	Sondra Danforth and Jan Hadgis

2023 Interclub Chairpersons

District Representative	Cathy Broderick
Interclub Chairs	Anita Watson and Suzanne Liston

Player of the Year

Winner: Lynn Wood
Runner-Up: Amy Van Osdol

Belfore Tournament

Winner: Mary Plowman
Runner-Up: Pam Ciesliga

Chesbrough Memorial Tournament

Winner: Judy Hurford
Runner-Up: Michele Glenn

Club Championship

Club Champion: Cindy Troyanovich
Jane MacFarlane Trophy: Donna Tepper
Flighted Winner: Pam Ciesliga
Flighted Runner-Up: Allison Baker

The Fall Classic

Overall Low Net: TBD
Overall Low Gross: TBD

Higbie/Haggarty Tournament

Higbie Champion: Liz Ottaway
Haggarty Champion: Cindy Merry

Margaret Watkins Stroke Play Tournament

Overall Low Gross: Donna Tepper
Overall Low Net: Lori Fisher

Member-Guest Tournament

Overall Low Net: Jen Blyth and Julie Fowler
Overall Low Gross: Suzanne Liston and Samantha Vctor

Member-Member Tournament

Dorothy McGivern Trophy: Carol Burke and Amy Van Osdol
Overall Low Gross: Betsy Fox and Liz Ottaway
9 Hole Trophy: Melissa DeKeyser and Killeen Shafer

Sue Sprague Tournament

Winner: Liz Ottaway
Runner-Up: Amy Van Osdol

Ten on the Tee Tournament

Winner: Amy Van Osdol
Runner-Up: Pam Ciesliga

Ringer Tournament

Ringer Trophy Winner: Amy Van Osdol
1st Flight Winner: Carolyn Cobane
2nd Flight Winner: Lynn Wood
3rd Flight Winner: Trish Moritz
4th Flight Winner: Patti Theros

Most Improved – Jean Dodds Memorial Trophy

Winner:	Amy Van Osdol
Runner-Up:	Lori Fisher

9 Hole Most Improved

Winner:	Trish Moritz
Runner-Up:	Sarah Monahan

Mary Louise Drennen Spirit Award

Winner:	Amy Van Osdol
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Mixed Golf**Husband-Wife Champions**

Net Champions	C. H. and Suzie Crane
Gross Champions	Danny and Melissa DeKeyser

Mixed Member-Member Champions

Net Champions	Bill Avery and Trish Moritz
Gross Champions	C. H. Crane and Pam Ciesliga

Junior Golf**Overall Junior Club Champion**

Christian Peabody

Girl's Junior Club Champion

Charlotte Peabody

Candy Cup Champions

John Ecclestone and Jackson Miller

Parent/Child Champions

Robert and Will Bishop

2023 Golf Professional Staff

Director of Golf:	George Forster
Director of Instruction:	Adam Farabaugh
Director of Golf Services:	Ryan Grant
First Assistant Professional:	Dan Colton
Seasonal Assistant Professional:	Tyler Newell (Men's Golf)
	Matt Leiti (Women's Golf)
	Jeremy Scott (Teaching & Jr Golf)
	Kiersten Van Norden (Teaching & Jr Golf)
Golf Shop:	Ally Hill
	Patti Aquilar
	Tiyani Troisi
	Zoey Bezilla
Golf Services:	Austin Zeiter

GREENS COMMITTEE

Mr. Daniel C. Watson, Chairman
Mr. Ross Miller, CGCS, Director of Agronomy

Mr. William Adlhoch, Dr. Robert Danforth Jr., Mrs. Kay Agney-Lucas
Mr. Andrew MacLeod, Mrs. Anita Watson, Dr. Jeffrey Jaskolski
Mr. John Kronner, Mr. Steven Grob, Mr. Thomas Rheume, Mr. John R. Watkins

As the 2023 golf season comes to a close at Country Club of Detroit, I would like to take a moment to thank our entire Greens and Grounds team for their outstanding efforts and accomplishments over the course of the 2023 season. Mother nature threw some hard punches throughout the season, and the team took them in stride to produce a world class product for us all to enjoy.

Our Agronomy Team worked on a myriad of course improvement projects throughout the year, including additional drainage in our toughest areas on the course, namely #4/5/13 fescue and #16/17 fescue. These drainage efforts will help to keep the areas dry, clean of weeds, and will maintain the same aesthetic and playability value in those areas as the other fescue areas throughout the property that we have all come to hold as the standard here at CCD.

Tee re-squaring and bunker renovations have continued to be an ongoing focus throughout the property through a consistent approach to keep these areas aligned with how they were re-constructed in the renovations in 2010.

Additionally, a large focus for the Agronomy Team this year was a collaborative effort with many items for the Pickleball Court construction work to bring this new amenity to life. Without the attention to detail of the Agronomy Team, many of the items of this project would not have been able to be completed in the first-rate fashion we now see in that facility and within budget.

Most importantly, though, for the 2023 season was the implementation of a program of measuring key performance indicators (KPIs) for the Agronomy Team. KPIs are metrics that evaluate the playability and performance of the Championship Course greens. These metrics allowed the team to optimize playability on a daily basis for our membership that has not been seen thus far since the greens were re-built in 2010. The Agronomy Team will continue to use these metrics moving forward, as well as expanding on them, to give the Agronomy Team valuable, in-the-moment information to continue to fine tune and improve the playability of the surfaces year after year.

Mr. Daniel C. Watson, Chairman

SWIMMING COMMITTEE

Mr. Thomas C. Shafer, Sports & Fitness Chairman
Mrs. Elizabeth Nelson, Pool Director

Highlights from the 2023 MISCA Finals

The Country Club of Detroit Stingrays Swim Team had a very successful 2023 season. Western Golf and Country Club hosted the MISCA Finals from Friday, July 28, to Sunday, July 30th.

The team, coached by Liz Nelson, Sandy Smith, Ben Van Vechten, Elizabeth McMahon, Chandler Bower, and Ginger McMahon, finished 4th overall. Our team scored 549 points, displayed excellent team spirit, and impressive individual fast times!

Congratulations to the following swimmers for finishing in the top 12:

NAME	EVENT	PLACE	FINALS TIME
8 & Under			
Addy Cleary	50 M Freestyle	6 th	43.31
	25 M Backstroke	2 nd	22.48
Madeleine Gram	25 M Butterfly	9 th	23.28
Liv Gryzenia	25 M Butterfly	7 th	20.89
Padraig Loughlin	50 M Freestyle	8 th	45.27
Mikey Page	25 M Breaststroke	8 th	27.21
	25 M Freestyle	7 th	17.94
Max Ricci	25 M Backstroke	9 th	24.29
	25 M Butterfly	4 th	21.30
Max Stover	25 M Breaststroke	7 th	27.02
Jack Wilson	25 M Backstroke	10 th	26.27
9-10			
J.P. Farago	50 M Freestyle	6 th	43.05
	25 M Freestyle	11 th	19.46
Henry Gotfredson	100 M Freestyle	5 th	1:34.47
	50 M Freestyle	8 th	38.67
Malik Haurani	100 M Freestyle	9 th	1:37.48
Amelia Nazarko	50 M Breaststroke	10 th	51.10

Caroline Faust	100 M Freestyle	5 th	1:22.12
	50 M Freestyle	7 th	36.50
Annalise Page	50 M Breaststroke	3 rd	45.79
Harrison Spain	50 M Breaststroke	4 th	47.24
	50 M Backstroke	3 rd	41.00
Eloise Traynham	25 M Butterfly	2 nd	17.12
	50 M Freestyle	2 nd	34.07
11-12			
Therese Carron	50 M Breaststroke	9 th	49.90
	50 M Fly	2 nd	34.95
MacKenzie Bobak	100 M Freestyle	7 th	1:25.29
	25 M Butterfly	10 th	19.05
Vivian Lindow	50 M Backstroke	11 th	39.84
	100 M Individual Medley	10 th	1:31.14
Bebe Noecker	50 M Freestyle	11 th	34.29
Quinn Ryan	50 M Backstroke	1 st	31.97
	50 M Butterfly	1 st	30.89
Brooklyn Ricci	50 M Butterfly	3 rd	34.70
	50 M Freestyle	7 th	31.71
Marjorie Traynham	100 M Freestyle	7 th	1:11.33
	50 M Freestyle	6 th	31.53
13-14			
Nadeem Haurani	50 M Backstroke	5 th	35.38
Ava Noecker	100 M Freestyle	8 th	1:07.86
	50 M Freestyle	7 th	30.52
Pete O'Donnell	50 M Backstroke	2 nd	32.05
	50 M Butterfly	2 nd	29.59
Kate Ricci	50 M Backstroke	8 th	35.13
	50 M Butterfly	4 th	32.09
J.T. Ricci	50 M Backstroke	9 th	39.76
	50 M Freestyle	11 th	33.75
15-17			
Demetrios Borrego	100 M Freestyle	10 th	1:03.53
	50 M Freestyle	10 th	28.89

Hannah DiDio	100 M Freestyle	5 th	1:02.30
	50 M Butterfly	3 rd	30.09
Whitney Handwork	50 M Breaststroke	3 rd	35.43
	100 M Individual Medley	4 th	1:09.73
Alex Hurley	100 M Freestyle	7 th	58.83
	50 M Butterfly	6 th	28.85
Flynn MacKrell	50 M Backstroke	3 rd	29.87
	50 M Freestyle	5 th	26.49
Mia Pyenta	50 M Breaststroke	12 th	40.71
	50 M Freestyle	11 th	31.95

Relays

Mixed 8 & Under 100 M Freestyle Relay	5 th	1:19.37
Padraig Loughlin, Jack Wilson, Liv Gryzenia, Addy Cleary		
Mixed 8 & Under 100 M Medley Relay	6 th	1:41.93
Max Ricci, Max Stover, Liv Gryzenia, Padraig Loughlin		
Girls 200 M Free Relay	2 nd	2:00.50
Kate Ricci, Eloise Traynham, Marjorie Traynham, Whitney Handwork		
Girls 200 M Medley Relay	4 th	2:18.44
Quinn Ryan, Rachel Farago, Hannah Didio, Caroline Faust		
Boys 200 M Free Relay	7 th	2:08.54
Nadeem Haurani, Henry Gotfredson, Declan Dobbins, Flynn MacKrell		
Boys 200 M Medley Relay	7 th	2:24.26
Pete O'Donnell, Harrison Spain, Alex Hurley, Declan Dobbins		

The Country Club of Detroit coaching staff would like to thank everyone who volunteered at this summer's home Dual Meets and those who assisted in other swim team events throughout the season. Thank you to the Patrick and Theresa Spain and Erik and Kirby Traynham for being our swim team chairs and co-chairs. We thank you for all your support and could not have done it without you.

This year, 145 Swimmers participated in the Stingray Program, and we hope to increase team spirit, participation, and enthusiasm during the 2024 swim season and beyond. Go Stingrays!

Mr. Thomas C. Shafer, Sports & Fitness Chairman
Mrs. Elizabeth Nelson, Pool Director

RACQUETS COMMITTEE
Racquets Report / Paddle, Tennis and Pickleball
Mr. Thomas C. Shafer, Sports & Fitness Chairman

Mr. George J. Baer III, Mrs. Stacy Buhler, Mrs. Paula Cornwall, Mrs. Nancy Cotton
Mr. C. Kirk Haggarty, Mr. Jeffrey Harness, Mr. Andrew MacLeod, Mr. Richard Marsh
Mr. Patrick Mercier, Mrs. Trish Moritz, Mrs. Christie Scoggin, Mr. Michael Shields
Mr. Mark Thibault, Ms. Sharon Wacker, Mr. J. R. Watkins, Mrs. Eva Welsher

Our 2022-2023 CCD paddle tennis season began mid-October with players transitioning from tennis and pickleball to paddle tennis, and playing both for several weeks with the wonderful warmer fall weather. Pickleball was played on courts 1 & 3 and paddle tennis was played on courts 2 & 4. CCD hosted events for Members, several tournaments and the 4th annual Ladies Detroit Invitational. The CCD venue with the combination of eight tennis courts, four paddle tennis courts and the Racquets Building is the premier facility in Grosse Pointe.

The junior and adult paddle tennis program is available for all abilities and ages. Madeleine Paolucci, our Paddle Tennis and Pickleball Director, completed her 10th year at CCD. She coordinated junior paddle tennis lessons on Tuesdays and Wednesdays, as well as paddle tennis parties on Fridays for our juniors. In addition, adult instruction was available on Wednesdays, Thursdays, Fridays and Saturdays as well as individual and group appointments seven days a week, from October through May.

Our paddle tennis program had adult and junior participation for all ages and abilities. Adults had a November men's ladder kick off and a ladies First Friday Fun kick-off. Courts were in constant use with the variety of events and instruction.

A men's paddle tennis ladder completed its 6th season and a women's ladder the 4th season. Both ladders ran from November through the middle of March. The Men's Champion was Mr. Scott Beals and Mr. Steve Andris was 2nd place. Dr. Donna Tepper was the ladies Champion and Mrs. Julie Schaitberger was 2nd place. The following were respective court winners:

Men	Ladies
2. Mr. Greg Ryan	2. Mrs. Gretchen Carron
3. Mr. Rich Carron	3. Mrs. Trish Moritz
4. Mr. JR Watkins	4. Mrs. Vanessa Lindow
5. Mr. Paul Boisi	
6. Mr. Tim Peacock	
7. Mr. Dean Rahm	
8. Mr. Ben Schrode	

A season highlight is the January Mixed Doubles Tournament. We had a full "A" bracket and a full "B" bracket for the 3rd season. The event Champions for "A" were Mr. Richard Marsh and Miss Carolyn Gorski and the Finalists were Mrs. Bridget French and Mr. Tom Dow.

Champions for the "B" flight were Mrs. Suzie Standish and Mr. Stewart Standish and the Finalists for the "B" flight were Mrs. Ashley Thibodeau and Mr. Spencer Hughes.

The Men held the Club Doubles Championships for the 2nd straight year. Champions were Mr. Kirk Haggarty and Mr. Richard Marsh and Finalists were Mr. Scott Beals and Mr. Jed Elley.

The ladies introduced the Club Championships this season. Champions were Mrs. Patty Lesha and Mrs. Theresa Sullivan and Finalists were Mrs. Holly FitzSimons and Mrs. Christie Scoggin.

Spring of 2023 was our 7th season for pickleball. Demos were provided for Member use. Paddle tennis courts 1 & 3 were chalked for the specific use of pickleball from middle of May through middle of July. The highlight of the summer was the opening of the 6 pickleball courts and their facility in the middle of July! Mr. Mike Shields graciously coordinated this amazing evening. Additionally, Mr. Shields and Mrs. Standish Co-captained the inter club evening vs. the Grosse Pointe Yacht Club and CCD prevailed. Mrs. Paolucci introduced the pickleball ladder and we have a full six (6) courts for men and a full six (6) courts for women.

CCD Members were provided the service of demo paddles for both paddle tennis and pickleball along with the option to order new paddles, and re-gripping for all paddles. Additionally, both low bounce paddle tennis balls for spring and summer month use, and high bounce paddle tennis balls for fall and winter months, as well as pickleballs are available for purchase.

Madeleine Paolucci is very appreciative of the Member and Committee support. The newly renamed “racquets committee” is a success combining the “tennis,” “paddle tennis,” and “pickleball” committees.

We plan to continue with our popular and traditional programs, as well as try new ideas and events to grow the CCD paddle tennis and pickleball program. We enjoy seeing juniors, adults, and families of all ages and abilities on the courts.

*Mr. Thomas C. Shafer, Sports & Fitness Chairman
Madeleine Paolucci,
Paddle Tennis/Pickleball Director & Tennis Assistant*

TENNIS COMMITTEE

Mr. Thomas C. Shafer, Sports and Fitness Chair

Mr. Joseph Shaheen, Director of Tennis

Mrs. Madeleine Paolucci, Assistant Tennis Professional

Mr. Michael Rose, Assistant Tennis Professional

Mrs. Stacy Buhler, Mrs. Debbie Caputo, Mrs. Paula Cornwall, Mrs. Nancy Cotton,

Mrs. Deborah Grob, Dr. Julie Henry-Kelly, Mrs. Julie Kornmeier,

Mr. Andrew W. MacLeod, Mrs. Christie Scoggin, Mr. Michael F. Shields

Ms. Sharon McGann Wacker, Mr. John R. Watkins

The tennis courts were opened the first week in May and courts had steady use as many new and current Members were on the courts and enjoying the outdoors throughout the summer months. The weather has been beautiful and there are eight (8) courts still in use as of this report with our tennis staff available to the Membership for lessons and clinics. The courts will remain open, weather permitting, through October. Tennis lessons, stringing, apparel, and tennis balls will be available through season's end.

The tennis program during the 9th year of the Summer Village was very busy with Adults and Juniors. During the morning hours of 8:00 am to 12:00 Noon, court usage was usually between five (5) to eight (8) courts. Junior participation in clinics, tournaments, and match play was steady for June, July, August and the first week in September. Head Tennis Professional Joe Shaheen, Assistant Tennis Professionals Madeleine Paolucci and Mike Rose gave lessons and clinics all season long. Members were able to take lessons seven (7) days a week from May until October. Our tennis program has become a six (6) months season expanding beyond the usual Memorial Day to Labor Day in order to better serve you. Our professionals are on the court starting as early as 7:00 am.

Communications through targeted emails to the Membership is updated weekly with events, tournaments and instruction. If you would like to be included in the email, please contact Madeleine Paolucci. The online reservation system has been utilized successfully all summer long. Tennis participation was very busy with some mornings and weekends having up to eight courts in use.

The ladies had interclub matches on Tuesday mornings from early June through the end of July. Members enjoyed a Memorial Day Kick-Off Event as well as four (4) adult mixers, including the Margarita mixer in July, Rose Wine Mixer in August and Adult Mixer on Labor Day. Head Tennis Pro Joe Shaheen hosted a summer ending 4th Tennis Mixer that included doubles play, drills, refreshments and music.

The CCD Cardio Tennis Clinic was filled every Thursday morning. Our 1st tournament was Women's Member-Guest tournament in July and juniors also participated in the junior tennis ladder all summer. We had a large demand for the Tobey Hansen Adult-Child tournament with new and returning players participating.

The Ladies Member/Member and a beginner to intermediate round robin doubles tournament were well attended. We had a Men's Member/Guest as well as the 3rd year in a row for the Men's Member-Member tournament. Junior tennis players of all ages and abilities played in clinics as well as the President's Cup singles tournament.

We had a returning program at CCD called “Get A Game” program that assists in finding players of similar levels for singles or doubles play. We had several groups of women and two groups of men participate. A Mixed Doubles tennis tournament was added this season.

The clay tennis courts remained in great shape this summer. There is wear of the top inch of clay where small stones are near the surface now. Through frequent rolling of the courts (4-5 times per week) the stones were kept just below the surface. This is an ongoing problem. For the past few years CCD has been considering renovating the courts by installing Hydrocourts, with below ground watering.

This cost could surpass \$500,000 with all the elevation problems this could entail. Joe Shaheen now recommends saving this money and doing certain areas of subsurface stone removal to solve the tennis court issues. Joe feels he and his tennis staff, in charge of clay court maintenance can keep the current courts in great shape for many years to come at a minimal cost. Our sprinkling system saves water and evenly distributes water to the clay courts keeping them in the best playing shape. There is never down time for maintaining the courts.

Future improvements to the tennis courts will include replacing both sets of wooden steps on the hills between the upper and lower courts. We also need more trees along the side of the four upper courts, small trees and shrubs on hill corners and flowers between the upper and lower courts. Providing more shade allows older adults and children to utilize the courts on very warm days and helps to keep courts from drying out. The Tennis Court fences are now almost completely covered with deep green, climbing Euonymus plants saving significant investment in postponing replacement for the foreseeable future.

*Mr. Thomas C. Shafer, Sports and Fitness Chairman
Mr. Joseph Shaheen, Director of Tennis*

2023 TENNIS EVENT RESULTS

Women’s Member/Member Champions:	Paula Cornwall and Kristen Van Pelt
Women’s Member/Member Finalists:	Stacy Buhler and Julie Kornmeier
Women’s Member/Member 3rd Place:	Vanessa Lindow and Killeen Shafer
Women’s Member/Guest Champions:	Stacy Buhler and Peggy Shine
Women’s Member/Guest Finalists:	Mary DeBrunner and Paige George
Men’s Member/Member Champions:	Connor Stafford and George Anusbigian
Men’s Member/Member Finalists:	Steve Kornmeier and Devin Murphy
Men’s Member/Member 3rd Place:	Paul Boisi and JR Watkins
Men’s Member/Guest Champions:	John Hurley and JD Spina
Men’s Member/Guest Finalists:	Steve Kornmeier and Michael Paolucci
Tobey Hansen Jr. Adult/Child Champions:	Francesca Swikowski and Evan Freeman
Tobey Hansen Jr. Adult/Child Finalists:	Shawn and Christopher Coyle
Tobey Hansen Jr. 3rd Place:	Doug and Drew Wood

2023 TENNIS EVENT RESULTS (CONT'D)

Junior Singles President's Cup Champion:	William Jones
Junior Singles President's Cup Finalist:	Cooper Osten
Junior Singles President's Cup 3rd Place:	John Hindelang

Junior Ladder Champion:	Francesca Swikowski
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Ladies Round Robin Champion:	Annie Green
Ladies Round Robin Finalist:	Angelina Torrice
Ladies Round Robin 3rd Place:	Ana LoVasco

Mixed Doubles Champion:	John Hurley and Kendall Wrigley
Mixed Doubles Finalist:	Paul Boisi and Paige George
Mixed Doubles 3rd place:	Raja Ashkar and Paula Cornwall

BOWLING LEAGUE COMMITTEE

Mr. Thomas C. Shafer, Sports Chairman
Mr. Joseph Conflitti, USBC League Official, Director of Operations

Dr. Kurt E. Tech – General Chair
Mr. Sandy Hudson – Wednesday Night Men's Chair
Mrs. Linda Thurber – Wednesday Ladies Chair
Mrs. Anita Watson – Tuesday Mixed Chair
Mr. Ryan Messacar – Men's Trio Chair
Mrs. Beth Jaskolski – Thursday Mixed Chair

The 2022-2023 season was again successful for Lori Stefek and Lou Ray. Both players defended their Club Championship titles against worthy opponents in Diane Smith and Guy Rau. Lori Stefek took Player of the Year honors, won the Women's Doubles title with Suzanne Liston and performed exceptionally in the Ladies Interclub against the Detroit Athletic Club (CCD was victorious). Lou Ray boasted a 219 average on the Thursday Night Mixed league and had a high series of 763.

2022-2023 League Results

Bowler of the Year and Women's Champion
Lori Stefek

Men's Champion
Lou Ray

Honor Score
Guy Rau (300) – his second at CCD
12/14/2022

League Champions – Tuesday Night Mixed
Polly Tech, Anita Watson, Holly Kristan and Matthew Norris

Sportsmanship Award – Ulrike Sherer and Joannie Capuano

Service Excellence Award
Linda Thurber and Dr. Kurt E. Tech

*Mr. Thomas C. Shafer, Sports & Fitness Chairman
Mr. Joseph Conflitti, Director of Bowling Operations*

HEALTH & FITNESS CENTER COMMITTEE

Mr. Thomas C. Shafer, Sports & Fitness Chairman
Mr. Mick Myslinski, Health & Fitness Center Manager

Dr. David S. Balle, Mr. Shawn J. Coyle, Dr. Robert D. Danforth, Jr.
Mrs. Jane Kronner, Mr. John Kronner, Mrs. Alison Stackpoole
Mr. Jeffrey C. Huebner, Ms. Page Heenan.

The Fitness Center has again seen growth over the past year. Attracting the members that we lost to whatever excuses that they had for leaving but coming back and excited to be back at the CCD Fitness Center. Having all the excuses behind us, we were able to start bringing back full schedules back to fitness. Personal training has again grown by 10%, massage by 14%, general visits 14% and class up 10%.

We have tried some new classes, even brought in a physical therapist, Dr. Evan Vasilauskas, to teach some golf mobility classes in preparation for the 2023 golf season. We are planning on bringing him back again in the fall through the winter to teach, and hopefully have more of a roll here with us.

We have rebounded nicely since COVID and plan to keep it in the rear-view mirror, looking to the next big thing that we can offer our Membership. Our goal is to make everyone feel wanted and involved when entering the Fitness Center. Many of the staff have been here since the beginning and are looking forward to being here longer. Being able to fit in here is a challenge to come and train to our style and systems. It has been a tough task to find the right people, which are a good fit for the Country Club of Detroit. We have found those people in our team.

The trainers and staff have meshed well together over the years and each year we continue to strive for the best in our members. 2023 has been a great year and look forward to what 2024 will bring.

Mr. Thomas C. Shafer, Sports & Fitness Chairman

2023 DAY CAMP REPORT

Mrs. Ellen R. Durand, Day Camp Director

The 2023 Day Camp season was back in full swing this summer as we continued to offer a 6-week program for campers ages 4-12. The half day Junior Camp program was back with 15 four-year-olds staying in the morning and 26 five-year-olds staying all day.

We continue to hold the majority of activities outside the Day Camp building and under the Ramada which helps with the space challenges. Campers enjoyed the day-to-day activities including archery, arts & crafts, basketball, board games, bowling, creative building, drama, golf, music, soccer, swimming and tennis. We also offered special Fridays with a variety of programs ranging from Disney Discovery activities to a petting zoo, pony rides, carnival, Camp Christmas and Dan the Animal Man. Our enrollment reached 212 campers and a staff of 32. These continue to be the highest enrollment numbers to date.

We continue to explore new ways of bringing fun and challenging activities to the campers with safety and security in mind and our numbers enabled us to exceed our projected Day Camp budget. We managed to maneuver around the Pickleball construction with safety as the number one concern. Club communications were excellent and we are pleased that the new addition can work within the Day Camp setting.

We had a number of very hot days, haze from the Canadian wildfires and one (1) day with no power, but it never slowed us down and the scheduled activities kept everyone busy. The 6-week season was very successful as we provided a safe place for children to gather, run, jump play and learn. We continued to enhance the program and even produced a successful Day Camp Revue that was shared with all the camp families in the Great Hall. The tradition continues!

We strive to give many Club parents and grandparents this unique summer opportunity as we feel strongly about the enrichment of these children in a fun, flexible and spacious environment. I am truly honored to continue to be part of the Country Club of Detroit and the Day Camp family. Thank you for your continued support and help in making our Day Camp program so strong for over 60 years.

Mrs. Ellen R. Durand, Day Camp Director

COUNTRY CLUB OF DETROIT

AUDITED FINANCIAL STATEMENTS

Years ended December 31, 2022 and 2021

COUNTRY CLUB OF DETROIT

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INDEPENDENT AUDITOR'S REPORT

Board of Governors
Country Club of Detroit

Opinion

We have audited the accompanying financial statements of Country Club of Detroit(the "Club"), which comprise the balance sheets as of December 31, 2022 and 2021, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Club as of December 31, 2022, and the changes in its members' equity and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Club and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Club's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Club's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Club's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

UHY LLP

Farmington Hills, Michigan
June 21, 2023

COUNTRY CLUB OF DETROIT
BALANCE SHEETS

	December 31,	
	2022	2021
ASSETS		
CURRENT ASSETS		
Cash	\$ 2,296,420	\$ 4,238,397
Short-Term Investments in U.S. Treasury securities	742,698	-
Receivables:		
Members' accounts, net	1,591,554	1,309,367
Members' notes receivable - current portion	172,134	251,674
Grant receivable - employee retention tax credit	863,335	925,152
Inventories	608,312	528,113
Prepaid expenses and other current assets	289,808	280,700
Total current assets	6,564,261	7,533,403
Member notes receivable - net of current portion	59,531	150,421
Property and equipment, net	19,387,618	19,570,303
Investments in U.S. Treasury securities	901,934	-
Operating lease right of use assets, net	172,088	-
Total assets	<u>\$ 27,085,432</u>	<u>\$ 27,254,127</u>
LIABILITIES AND MEMBERS' EQUITY		
CURRENT LIABILITIES		
Current portion of long-term debt	\$ 1,043,845	\$ 1,012,937
Current portion of finance leases	-	22,995
Current portion of operating leases	91,836	-
Accounts payable	685,648	588,636
Accrued liabilities:		
Payroll and payroll taxes	481,401	444,611
Other accrued liabilities	216,250	198,868
Deferred revenue	588,799	554,807
Total current liabilities	3,107,779	2,822,854
LONG-TERM LIABILITIES		
Long-term debt - net of current portion	1,986,332	3,030,244
Operating leases, net of current portion	80,252	-
Total long-term liabilities	2,066,584	3,030,244
Total liabilities	5,174,363	5,853,098
MEMBERS' EQUITY		
Total liabilities and members' equity	<u>21,911,069</u>	<u>21,401,029</u>
	<u>\$ 27,085,432</u>	<u>\$ 27,254,127</u>

COUNTRY CLUB OF DETROIT
STATEMENTS OF ACTIVITIES

	Years ended December 31,	
	2022	2021
Operating Revenue		
Membership dues	\$ 6,659,800	\$ 6,303,019
Fees for services:		
Food and beverage sales	5,242,042	4,714,045
Golf	1,658,419	1,378,504
Bowling	124,542	66,814
Swimming	97,576	72,900
Day camp	193,100	169,044
Clubhouse	199,304	190,894
Fitness center	333,267	253,856
Other activities	217,277	225,873
Total revenue	<u>14,725,327</u>	<u>13,374,949</u>
Operating Expenses		
Food and beverage	5,686,421	4,830,329
Golf	3,057,229	2,834,070
Bowling	104,838	91,918
Swimming	306,593	230,938
Day camp	115,026	95,562
Clubhouse	2,096,211	1,922,392
Fitness center	388,427	306,884
Other activities	222,591	196,201
General and administrative	2,199,866	2,041,171
Property taxes and insurance	483,707	469,345
Depreciation and amortization expense	100,000	500,000
Total expenses	<u>14,760,909</u>	<u>13,518,810</u>
(Decrease) increase in members' equity before other activities	<u>(35,582)</u>	<u>(143,861)</u>
Other Income (Expenses)		
Depreciation and amortization expense	(1,376,137)	(1,008,410)
Interest expense	(111,399)	(148,244)
Gain on disposal of assets	3,985	17,970
Employee retention tax credit	-	1,149,754
Total other income (expenses)	<u>(1,483,551)</u>	<u>11,070</u>
Capital Transactions		
Initiation and transfer fees	567,074	1,160,441
1897 fund contributions	146,749	194,513
Capital reserve fee	392,650	377,797
Long range plan fee	922,700	893,725
Total capital transactions	<u>2,029,173</u>	<u>2,626,476</u>
Increase in members' equity	510,040	2,493,685
Members' Equity - Beginning of year	<u>21,401,029</u>	<u>18,907,344</u>
Members' Equity - End of year	<u>\$ 21,911,069</u>	<u>\$ 21,401,029</u>

COUNTRY CLUB OF DETROIT
STATEMENTS OF CASH FLOWS

	Years ended December 31,	
	2022	2021
OPERATING ACTIVITIES		
Increase in members' equity	\$ 510,040	\$ 2,493,685
Adjustments to reconcile increase in members' equity to net cash from operating activities:		
Depreciation and amortization	1,476,136	1,508,410
Gain on disposal of property and equipment	(3,985)	(17,970)
Allowance for doubtful accounts	-	5,931
Initiation and transfer fees	(567,074)	(1,160,441)
Capital reserve fee	(392,650)	(377,797)
Long range plan fee	(922,700)	(893,725)
Changes in assets and liabilities:		
Receivables	(49,940)	(1,241,262)
Inventories and prepaid expenses	(89,307)	(74,288)
Accounts payable	97,012	153,183
Accrued liabilities	54,172	51,990
Deferred revenue	33,992	38,630
Net cash provided by operating activities	<u>145,696</u>	<u>486,346</u>
INVESTING ACTIVITIES		
Purchase of property and equipment	(1,301,466)	(1,116,176)
Proceeds from disposition of property and equipment	12,000	19,600
Purchase of investments	(1,644,632)	-
Net cash used in investing activities	<u>(2,934,098)</u>	<u>(1,096,576)</u>
FINANCING ACTIVITIES		
Payments on long-term debt	(1,013,004)	(1,079,832)
Payments on capital lease obligations	(22,995)	(23,519)
Initiation and transfer fees	567,074	1,114,699
Capital reserve fees	392,650	377,797
Long range plan fee	922,700	893,725
Net cash provided by financing activities	<u>846,425</u>	<u>1,282,870</u>
NET CHANGE IN CASH	(1,941,977)	672,640
CASH, at beginning of year	<u>4,238,397</u>	<u>3,565,757</u>
CASH, at end of year	<u><u>\$ 2,296,420</u></u>	<u><u>\$ 4,238,397</u></u>

COUNTRY CLUB OF DETROIT
NOTES TO FINANCIAL STATEMENTS
December 31, 2022 and 2021

NOTE 1 – NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES

Country Club of Detroit (the "Club") located in Grosse Pointe Farms, Michigan, is a not-for-profit organization that provides dining, athletic, and social facilities to its members. The Club's revenue is derived primarily from club dues, food and beverage revenue, greens and cart fees, and other club charges.

Basis of Presentation

The Club follows accounting standards set by the Financial Accounting Standards Board (FASB). The FASB sets generally accepted accounting principles (GAAP) that the Club follows to ensure it consistently reports its financial condition, results of operations and cash flows. References to GAAP issued by the FASB in the following footnotes are the *FASB Accounting Standards Codification (ASC)*.

Financial statement presentation follows the recommendations of the ASC topic "Presentation of Financial Statements for Not-for-Profit Entities." The Club is required to report information regarding its financial position and activities according to two classes of net assets: with donor restrictions and without donor restrictions. No assets with donor restrictions were held by the Club in 2022 or 2021, and accordingly, these financial statements do not reflect any activities related to this class of net assets.

Concentration of Credit Risk

The bank accounts maintained by the Club are insured by the Federal Deposit Insurance Corporation up to \$250,000. At various times during the year, cash balances exceeded federally insured limits. The Club has not experienced any losses in such accounts and management does not believe the Club is exposed to any significant credit risk related to cash.

Investments

Investments in U.S. Treasury securities where the Club has the positive intent and ability to hold to maturity are classified as held-to-maturity and reported at amortized cost. The Club considers all investments in U.S. Treasury securities as held-to-maturity. Interest income is recognized when earned. Accrued interest receivable at December 31, 2022, included in accounts receivable, amounted to \$7,240.

Accounts Receivable and Allowance for Doubtful Accounts

Accounts receivable are stated at net realizable value and are due primarily from members. An allowance for doubtful accounts is recorded based on a specific assessment of charges that remain unpaid following normal payment periods. All amounts deemed uncollectible are charged against the allowance for doubtful accounts in the period that the determination is made. The allowance for doubtful accounts was \$6,839 at December 31, 2022 and 2021, respectively.

COUNTRY CLUB OF DETROIT
NOTES TO FINANCIAL STATEMENTS
December 31, 2022 and 2021

NOTE 1 – NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES
(Continued)

Inventories

Inventories consist of food and beverages and are stated at the lower of cost, determined on the first-in, first-out (FIFO) method, or net realizable value.

Property and Equipment

Property and equipment are recorded at cost, which includes amounts for new facilities and expenditures that substantially extend the useful lives of existing buildings and equipment. Expenditures for normal repairs and maintenance are charged to operations as incurred. The provision for depreciation and amortization is computed by the straight-line method based on the estimated useful lives of the various properties.

Impairment of Long-Lived Assets

The Club evaluates long-lived assets including property and equipment and intangible assets, for impairment whenever events or changes in business circumstances indicate that the carrying value may not be recoverable. An impairment loss would be recognized when the estimated future cash flows from the use of the asset are less than the carrying amount of the asset. There were no impairments recognized during 2022 or 2021.

Member Notes Receivable

The Club offers an optional initiation fee payment plan new members. The balance of the receivable due in excess of one year is classified as long-term member notes receivable on the balance sheets. The Club posts all potential new members to allow for any concerns that Club members have regarding the potential new member. The credit quality worthiness of the potential new member is implied by the sponsorship of current club members. The Club's member notes receivable are periodically evaluated individually for collectability based on history with members and any necessary allowances are recorded. Management has determined that there is no allowance for doubtful accounts deemed necessary at December 31, 2022 and 2021.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

COUNTRY CLUB OF DETROIT
NOTES TO FINANCIAL STATEMENTS
December 31, 2022 and 2021

NOTE 1 – NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES
(Continued)

Functional Allocation of Expenses

Costs of providing the membership and support activities have been reported in Note 6 on a functional basis by natural classification. Costs have been allocated between various programs and support services on several bases and estimates. Although the methods of allocation used are considered appropriate, other methods could be used that would produce different amounts.

Revenue Recognition

The Club's revenue under contracts with customers are comprised of membership dues and fees for goods and services such as golf, food and beverage, and other activities. Membership dues are billed to members in advance and recognized as revenue in the period in which the dues apply. The Club satisfies its performance obligations related to membership dues by providing access to the Club and its activities on a monthly basis. Fees for goods and services are billed to the members on a monthly basis and are recognized at the point in time in the period that the goods are transferred, or the services are performed.

The Club's contracts with customers generally do not contain variable consideration. The Club's contracts with members generally do not contain variable consideration. The Club records revenue net of taxes collected from members that are remitted to governmental authorities. Payments from members are typically due within 30 days.

Contract liabilities consist of deferred revenue for membership dues, fees, and deposits received in advance.

Contract balances consist of the following:

	December 31,	
	2022	2021
Accounts receivable, beginning of year	\$ 1,309,367	\$ 999,188
Accounts receivable, end of year	\$ 1,591,554	\$ 1,309,367
Contract liabilities, beginning of year	\$ 554,807	\$ 516,177
Contract liabilities, end of year	\$ 588,799	\$ 554,807

Donations from members or related parties are considered to be for unrestricted use unless specifically restricted by the donor.

COUNTRY CLUB OF DETROIT
NOTES TO FINANCIAL STATEMENTS
December 31, 2022 and 2021

NOTE 1 – NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES
(Continued)

Initiation Fees and Capital and Long-Range Plan Fees

Members are required to pay an initiation fee for access to the Club as part of acceptance to the Club. In addition, certain members are required to pay capital reserve fees and long-range plan fees for capital expenditures and improvements of the Club's facilities. The Club records these fees as capital transactions in the Statement of Activities. Initiation fees are recorded upon acceptance of the member and capital and long-range plan fees when billed to the member.

Income Taxes

The Internal Revenue Service has exempted the Club from federal income taxes under Section 501(c)(7) of the Internal Revenue Code. The Tax Reform Act of 1969 imposed a corporate income tax on the "unrelated business income" of an otherwise tax-exempt club. No provision for income taxes is reflected on the Statements of Activities due to the fact that the Club did not generate any taxable income related to its unrelated business income.

ASC guidance regarding accounting for uncertainty in income taxes clarifies the accounting for income taxes by prescribing the minimum recognition threshold an income tax position is required to meet before being recognized in the financial statements and applies to all income tax positions. Each income tax position is assessed using a two-step process. A determination is first made as to whether it is more likely than not that the income tax position will be sustained, based upon technical merits, upon examination by the taxing authorities. If the income tax position is expected to meet the more likely than not criteria, the benefit recorded in the financial statements equals the largest amount that is greater than 50% likely to be realized upon its ultimate settlement. At December 31, 2022 and 2021, there were no uncertain tax positions that require accrual.

Government Grants and Assistance

The Club adopted ASC 958-605, *Not for Profit Entities – Revenue Recognition*, to account for proceeds received from government assistance programs as permitted by US GAAP. Proceeds from government grants and assistance are recognized in income when there is reasonable assurance that the Club has substantially met all grant conditions.

COUNTRY CLUB OF DETROIT
NOTES TO FINANCIAL STATEMENTS
December 31, 2022 and 2021

NOTE 1 – NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES
(Continued)

CARES Act

On March 27, 2020, the Coronavirus Aid Relief and Economic Securities Act ("CARES Act") was signed into law. The CARES Act contains a business relief provision, known as the employee retention payroll tax credit, to encourage businesses to keep employees on their payroll. This refundable tax credit was 50% of up to \$10,000 in wages paid by an eligible employer whose business has been financially impacted by COVID-19 through December 31, 2020. Effective January 1, 2021, this refundable payroll tax credit was 70% of up to \$10,000 in wages paid by an eligible employer whose business has been financially impacted by COVID-19 for each quarter. The Club recognized total employee retention tax credits of \$1,149,754 for the year ended December 31, 2021, which are classified as government grants and displayed in other activities on the Statement of Activities. At December 31, 2021, the Club recorded a grant receivable for employee retention tax credits of \$925,152. During 2022, the Club received \$61,817 of these credits. At December 31, 2022, the remaining amount of credits totaled \$863,335.

Sales Tax

The Club reports its sales tax on the net basis in accordance with ASC Topic "Sales Tax".

Recently Adopted Accounting Pronouncement

In February 2016, the Financial Accounting Standards Board issued accounting standards update ("ASU") 2016-02 "Leases (Topic 842)". Under this guidance, an entity is required to recognize right-of-use assets and lease liabilities on its balance sheet and disclose key information about leasing arrangements.

The Club adopted the new standard effective January 1, 2022, using the modified retrospective approach. This approach allows the Club to initially apply the new accounting standards at the adoption date and recognize a cumulative adjustment to the opening balance of members' equity in the period of adoption. The prior year comparative information has not been restated and continues to be reported under the accounting standards in effect for that period. The adoption of the new standards had no impact on members' equity. In addition, the Club recorded operating lease right-of-use assets and operating lease liabilities totaling \$271,840.

The new standard provides a number of optional practical expedients at transition. The Club elected certain practical expedients that must be elected as a package, which permit the Club to not reassess, under the new standard, prior conclusions about (1) lease identification, (2) lease classification and (3) initial direct costs. Additionally, the Club elected a short-term lease exception policy, which allows entities to not apply the new standard to short-term leases (i.e. leases with terms of 12 months or less). The Club has also elected to account for lease and non-lease components as a single component for all leases and elected to utilize a risk-free rate for all leases in which the discount rate was not explicit in the lease when calculating the lease liability

COUNTRY CLUB OF DETROIT
NOTES TO FINANCIAL STATEMENTS
December 31, 2022 and 2021

NOTE 1 – NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES
(Continued)

Leases

The Club determines if an arrangement is a lease at inception by determining whether the agreement conveys the right to control the use of the identified asset for a period of time, whether the Club has the right to obtain substantially all of the economic benefits from use of the identified asset, and the right to direct the use of the asset. Lease liabilities are recognized at the commencement date based upon the present value of the remaining future minimum lease payments over the lease term using the risk-free rate. The risk-free rate is defined as the daily treasury par yield curve rate for a period of time that approximates the lease term.

The lease right-of-use assets are initially measured at the carrying amount of the lease liability and adjusted for any prepaid or accrued lease payments, remaining balance of lease incentives received, unamortized initial direct costs, or impairment charges relating to the right-of-use-asset. Lease expense for minimum lease payments are recognized on straight-line basis over the lease term.

The Club has lease agreements with lease and non-lease components. For all assets, these components are accounted for as a single lease component.

Subsequent Events

The financial statements and related disclosures include evaluation of events up to and including June 21, 2023, which is the date the financial statements were available to be issued.

NOTE 2 – INVESTMENTS

The amortized cost, unrealized holding gain and fair value of investments in U.S. Treasury securities at December 31, 2022 are as follows:

Maturity	Amortized Cost	Unrealized Holding Gain	Fair Value
Due in one year or less	\$ 742,698	\$ 3,224	\$ 745,922
Due in more than one year	901,934	2,167	904,101
Total	<u>\$ 1,644,632</u>	<u>\$ 5,391</u>	<u>\$ 1,650,023</u>

COUNTRY CLUB OF DETROIT
NOTES TO FINANCIAL STATEMENTS
December 31, 2022 and 2021

NOTE 3 – INVENTORIES

Inventories consists of the following:

	December 31,	
	2022	2021
Food	\$ 82,304	\$ 66,763
Beverage	526,008	461,350
	<u>\$ 608,312</u>	<u>\$ 528,113</u>

NOTE 4 – PROPERTY AND EQUIPMENT

The cost of property and equipment is summarized as follows:

	December 31,	
	2022	2021
Land	\$ 389,895	\$ 389,895
Land improvements	10,367,690	10,367,690
Buildings	7,399,313	7,399,313
Building improvements	17,485,209	17,289,636
Machinery and equipment	2,902,153	2,861,170
Transportation equipment	56,049	56,049
Furniture and fixtures	4,096,147	3,725,858
Computer equipment and software	380,196	328,020
Construction in progress	840,003	268,876
	<u>43,916,655</u>	<u>42,686,507</u>
Less accumulated depreciation and amortization	<u>24,529,037</u>	<u>23,116,204</u>
	<u>\$ 19,387,618</u>	<u>\$ 19,570,303</u>

Depreciation and amortization for the years ended December 31, 2022 and 2021 amounted to \$1,476,136 and \$1,508,410, respectively. For the year ended December 31, 2022 and 2021, the Club has allocated \$100,000 and \$500,000, respectively, of this amount to operating expenses in the statement of activities to partially fund depreciation.

COUNTRY CLUB OF DETROIT
NOTES TO FINANCIAL STATEMENTS
December 31, 2022 and 2021

NOTE 5 – LINE OF CREDIT

The Club may borrow up to \$500,000 under a revolving line of credit agreement with a bank and at December 31, 2022 and 2021, the line of credit was unused. Amounts borrowed under the agreement accrue interest at 0.25 percent over the Prime rate (Prime at December 31, 2022 and 2021 was 7.50% and 3.25% for respectively). Borrowings under this line of credit agreement are collateralized by substantially all of the Club's assets. The note is subject to certain loan restrictions and covenants as more fully described in the line of credit agreement.

NOTE 6 – LONG-TERM DEBT

Long-term debt consists of the following:

	December 31,	
	2022	2021
Note payable to a financial institution in monthly installments of \$37,322 including interest at 3.68% due September 2025. The note is secured by the assets of the Club.	\$ 1,168,781	\$ 1,564,992
Note payable to a financial institution in monthly installments of \$44,488 including interest at 3.28% due September 2026. The note is secured by assets of the Club.	1,665,705	2,135,729
Non-interest bearing note payable to a vendor in monthly installments of \$12,231 due April 2024. The note is unsecured.	195,691	342,460
	3,030,177	4,043,181
Less: current portion of long-term debt	1,043,845	1,012,937
	<u>\$ 1,986,332</u>	<u>\$ 3,030,244</u>

The following is a schedule of future principal payments required under the terms of the long-term debt agreements:

Years ending December 31,	Amount
2023	\$ 1,043,845
2024	977,839
2025	849,930
2026	158,563
	<u>\$ 3,030,177</u>

COUNTRY CLUB OF DETROIT
NOTES TO FINANCIAL STATEMENTS
December 31, 2022 and 2021

NOTE 7 – LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The Club's financial assets available within one year of the balance sheet date for general expenditures are as follows:

	December 31,	
	2022	2021
Cash	\$ 2,296,420	\$ 4,238,397
Short-Term Investments in U.S. Treasury securities	742,698	-
Accounts receivable, net	1,591,554	1,309,367
Grant receivable - employee retention tax credit	863,335	925,152
Total	\$ 5,494,007	\$ 6,472,916

The Club has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. The Club also realizes there could be unanticipated liquidity needs. The Club has a revolving line of credit in the amount of \$500,000 which it could draw upon, as further described in Note 5.

NOTE 8 - FUNCTIONAL EXPENSES

The Club provides various services to its members. Expenses related to providing services are as follows as of December 31, 2022:

	Membership Activities	Supporting Activities	Total
Wages	\$ 4,363,325	\$ 2,072,585	\$ 6,435,910
Payroll taxes and related benefits	831,348	442,512	1,273,860
Cost of goods sold	2,391,045	-	2,391,045
Utilities and occupancy	1,053,746	37,983	1,091,729
Office expenses	75,940	199,075	275,015
Chemicals and supplies	779,953	218,602	998,555
Repairs and maintenance	192,558	45,511	238,069
Committee and event expense	337,161	240,205	577,366
Professional fees	307,983	101,919	409,902
Interest	107,523	3,876	111,399
Depreciation and amortization	1,424,780	51,357	1,476,137
General insurance	225,975	8,145	234,120
Miscellaneous	466,429	268,909	735,338
	\$ 12,557,766	\$ 3,690,679	\$ 16,248,445

COUNTRY CLUB OF DETROIT
NOTES TO FINANCIAL STATEMENTS
December 31, 2022 and 2021

NOTE 8 - FUNCTIONAL EXPENSES (Continued)

Expenses related to providing the services are as follows as of December 31, 2021:

	Membership Activities	Supporting Activities	Total
Wages	\$ 3,786,181	\$ 1,935,160	\$ 5,721,341
Payroll taxes and related benefits	732,659	425,138	1,157,797
Cost of goods sold	2,078,182	-	2,078,182
Utilities and occupancy	981,351	35,374	1,016,725
Office expenses	59,880	174,841	234,721
Chemicals and supplies	662,047	207,205	869,252
Repairs and maintenance	171,322	52,299	223,621
Committee and event expense	275,912	114,621	390,533
Professional fees	268,977	144,039	413,016
Interest	143,086	5,158	148,244
Depreciation and amortization	1,455,930	52,480	1,508,410
General insurance	207,543	7,481	215,024
Miscellaneous	404,724	293,874	698,598
	<u>\$ 11,227,794</u>	<u>\$ 3,447,670</u>	<u>\$ 14,675,464</u>

The financial statements report certain categories of expenses that are attributable to more than one program or supporting function. Interest, depreciation and amortization, general insurance and utilities and occupancy are allocated based on square footage for the appropriate area of usage. All other expenses are allocated based on direct identification and utilization.

COUNTRY CLUB OF DETROIT
NOTES TO FINANCIAL STATEMENTS
December 31, 2022 and 2021

NOTE 9 – FAIR VALUE MEASUREMENTS

ASC topic *Fair Value Measurements*, establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy under ASC topic *Fair Value Measurements* are described as follows:

Level 1 Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Club has the abilities to access.

Level 2 Inputs to the valuation methodology include:

- quoted prices for similar assets or liabilities in active markets.
- quoted prices for identical or similar assets or liabilities in inactive markets.
- inputs other than quoted prices that are observable for the asset or liability.
- inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specific (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Level 1 assets include investments in U.S. Treasury securities. At December 31, 2022, the cost and fair value of the investments include its amortized cost basis of \$1,644,632 and an unrealized gain of \$5,391, for a Level 1 fair value of \$1,650,023.

COUNTRY CLUB OF DETROIT
NOTES TO FINANCIAL STATEMENTS
December 31, 2022 and 2021

NOTE 10 – PENSION PLANS

The Club administers a defined contribution plan for all eligible union employees. During the years ended December 31, 2022 and 2021, the Club contributed approximately \$47,000 and \$45,000, respectively to this plan pursuant to the Club's union agreement.

The Club also administers a defined contribution plan for all eligible non-union employees. For both years ended December 31, 2022 and 2021, the Club contributed approximately \$60,000 to this plan. Contributions by the Club under this plan, when elected by the Club, are based on a percentage of the participant's compensation.

NOTE 11 – LEASES

The Club primarily has operating leases and finance leases for equipment, copiers, and vehicles with third-party lessors. The Club's leases have remaining lease terms that mature through 2024.

	2022	2021
Operating lease expense	\$ 101,958	\$ 102,000
Finance lease expense:		
Amortization of right-of-use assets	21,592	23,554
Interest on lease liabilities	784	2,422
	<u>\$ 124,334</u>	<u>\$ 127,976</u>

The weighted average remaining lease term of third-party operating leases as of December 31, 2022, was 1.90 years. The weighted average discount rates of third-party operating leases as of December 31, 2022, was 1.02%.

Minimum future lease payments under non-cancellable operating leases described above as of December 31 are as follows:

Years ending December 31,	Amount
2023	\$ 93,074
2024	80,633
Total undiscounted cash flows	173,707
Less: present value discount	(1,619)
Total lease liabilities	<u>\$ 172,088</u>

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NOTE 12 – CASH FLOWS

Supplemental disclosures of cash flow information are as follows for the years ended December 31:

	December 31,	
	2022	2021
Cash paid during the year for interest	<u>\$ 113,718</u>	<u>\$ 151,074</u>