

The Board of Directors of the Highland Realty Company recently had a meeting to discuss several topics. One of the topics discussed was the golf market, not only in Nebraska but nationwide. The golf markets are trending down and clubs are finding it tough to grow membership and maintain profitability, as well as keep up with overall maintenance to meet member expectations. The great news is Lochland Country Club is not part of this trend.



Dean Moors
Realty Board Director

Lochland has been blessed with diversification of amenities, solid growth, and profitability to generate cash flow to service all debt and provide cash to meet anticipated maintenance of our assets and fund capital asset purchases and projects.

Key facts regarding the club the past 3-5 years:

- Membership levels are up to 535 families, which is a record for Lochland
- Club usage is up
- All debt from the new clubhouse and other related projects including the pool, tennis courts, etc. will be retired in December of '15
- Club is able to take on new projects without assessments
- Lochland is funding all capital purchases based on a proactive 10-year schedule
- Lochland does have some reserves to manage through tough periods, if needed
- Lochland enjoys strong leadership from staff, Boards, and committees
 - the commitment, dedication and loyalty is truly special
- Community involvement is strong through our management team and members throughout the Hastings area and the Tri-Cities

Our "Project Emerald" is approaching, which is another proactive project to take the golf course to the next level for generations to come. The debt incurred from this project will be paid in full in seven years or less with loan payments less than we're paying now.

We could keep stating more positives but your Boards and committees are composed of engaged members that want to make a difference for you, not only for today but the future. They are always looking at new events and activities, along with bringing more technology to our members such as the website.

Lochland is special; enjoy the club and all that it has to offer our membership.