

**THE BOARD OF DIRECTORS OF
THE CLUB AT COBBLE CREEK, INC.
EXECUTIVE REVIEW OF FOOD AND BEVERAGE SURVEY**

During the Board of Directors meeting held on 26-January 2023, Dave Wadlington presented information on the Food and Beverage (F&B) Committee's history and detailed the results from the November 2022 survey that was sent to the Club membership and HOA members. Key areas of survey discussed were members dining preference, dining out frequency, Club F&B minimum, and member comments.

Based on the Survey results, most people only eat out a few times a month. This aligns with the history of the Restaurants at Creekside. The Food & Beverage Committee along with consultants from Shamrock Foods, indicated this low volume does not support Cobble Creek providing a full-service restaurant.

Although the data does not support a full time restaurant at this time, it does reflect a need for improved food service for meetings, banquets, events (internal and external), and the need to provide an overall enhanced dining experience. To do this, we understand it would require developing a kitchen that can provide a better experience for these types of functions. With an improved kitchen, we will be able to use it to provide a better experience to Members and to the Public on a flexible more nimble approach based on seasonal demands and level of daily patronage.

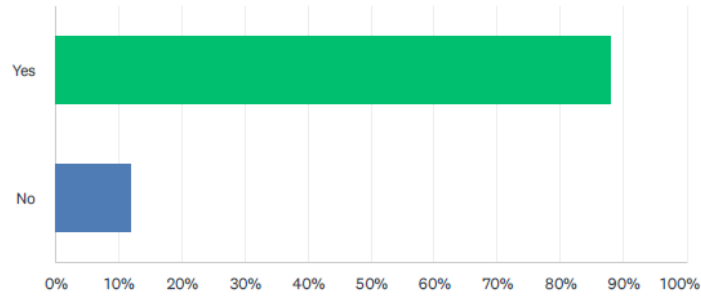
This would also include a better focus on our capabilities to provide an expanded food service for our golfing community, in addition to member and public tournaments. Currently, there is nothing available in the mornings nor do we presently have the ability to preordering items from the 8th or 17th holes. As a consideration, a possible Grab & Go option or the ability to order from the course for pickup are being measured.

Additionally, it was identified as a need to provide a better dining area and atmosphere than currently available. All areas are loud and the upstairs does not have a good dining ambiance. Renovating the dining area might encourage more people to eat at Cobble Creek, which the survey shows is very minimal right now. The Board of Directors is in the process of scheduling a workshop to review and determine our next steps.

The Board of Directors would like to thank Dave and all members of the Food & Beverage Committee for their time and effort researching various restaurants options, business formats, and developing and compiling the survey.

Q1 Are you a current Member of The Club at Cobble Creek?

Answered: 252 Skipped: 0

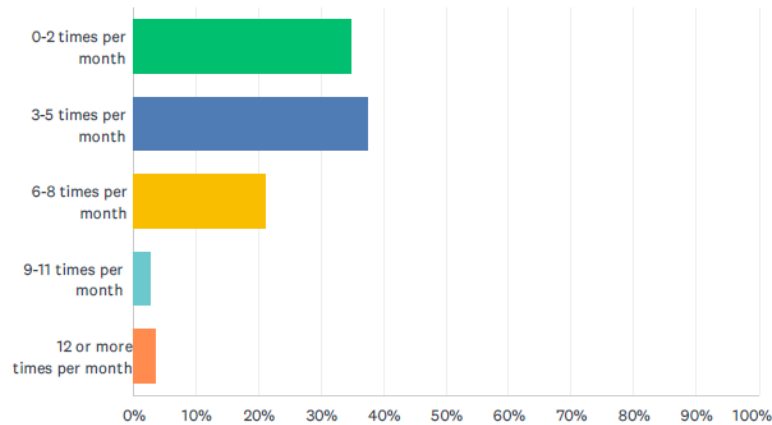


| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|-----|
| Yes | 88.10% | 222 |
| No | 11.90% | 30 |
| TOTAL | | 252 |

Question 1: Self Explanatory

Q2 How often, during an average month, do you currently eat a meal at a local restaurant (non-fast food)?

Answered: 251 Skipped: 1

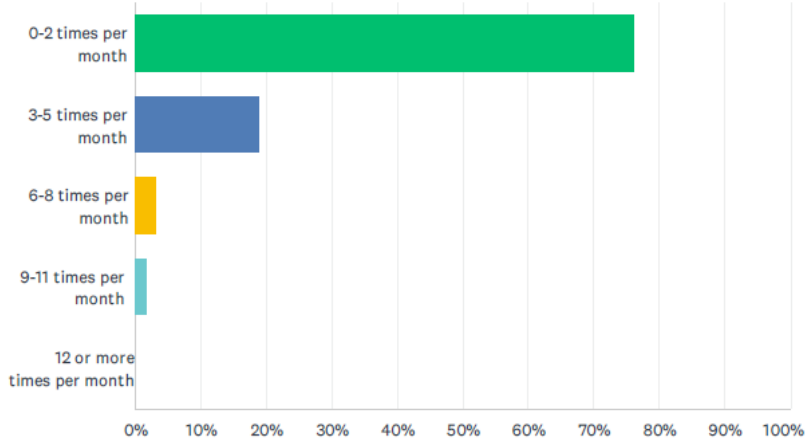


| ANSWER CHOICES | RESPONSES | |
|----------------------------|-----------|-----|
| 0-2 times per month | 35.06% | 88 |
| 3-5 times per month | 37.45% | 94 |
| 6-8 times per month | 21.12% | 53 |
| 9-11 times per month | 2.79% | 7 |
| 12 or more times per month | 3.59% | 9 |
| TOTAL | | 251 |

Question 2: Most significant information from this question is 72.5% of all respondents only dine out a few times a month (combining choices A & B). This is an indicator on the impact a restaurant business faces based on the low volume. It also represents the limited Tavern business with our current format.

Q3 How often, during an average month, do you currently eat a meal at Cobble Creek?

Answered: 247 Skipped: 5

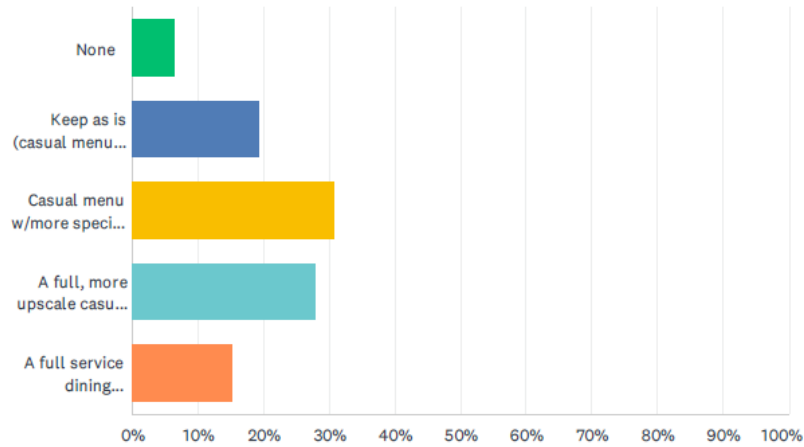


| ANSWER CHOICES | RESPONSES | |
|----------------------------|-----------|-----|
| 0-2 times per month | 76.11% | 188 |
| 3-5 times per month | 19.03% | 47 |
| 6-8 times per month | 3.24% | 8 |
| 9-11 times per month | 1.62% | 4 |
| 12 or more times per month | 0.00% | 0 |
| TOTAL | | 247 |

Question 3: This represents that when 70+% people do tend to dine out, but they rarely patronage Cobble Creek. Another indicator of our current limited business.

Q4 What type of Food Service would you like to see at Cobble Creek and would support?

Answered: 247 Skipped: 5

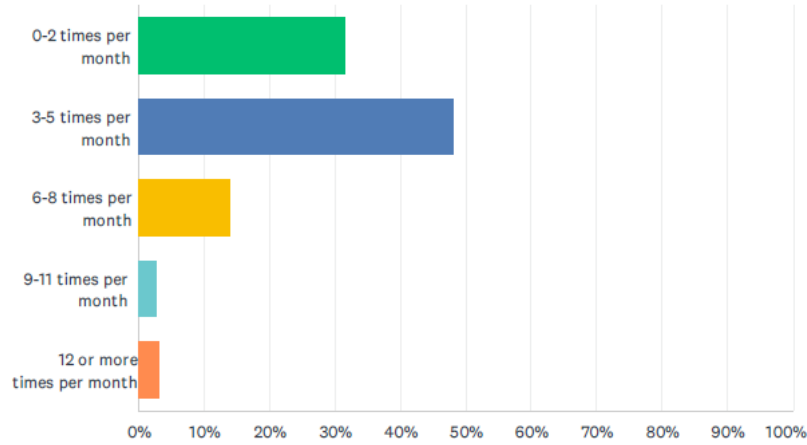


| ANSWER CHOICES | RESPONSES | |
|--|-----------|-----|
| None | 6.48% | 16 |
| Keep as is (casual menu w/Taco Tuesday & Friday night meal) | 19.43% | 48 |
| Casual menu w/more special meal nights & a few more choices | 30.77% | 76 |
| A full, more upscale casual menu available most days & nights (like Applebees or a Sports Bar) | 27.94% | 69 |
| A full service dining restaurant | 15.38% | 38 |
| TOTAL | | 247 |

Question 4: This question was related to the type of dining experience the community would prefer. The results were mixed however, majority of those who responded would prefer very casual with limited menu and nights.

Q5 Based on your selection under questions #4, how often would you support and eat at Cobble Creek monthly?

Answered: 247 Skipped: 5

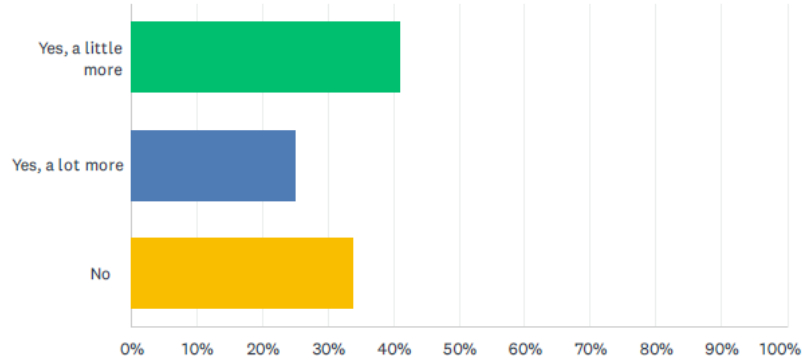


| ANSWER CHOICES | RESPONSES | |
|----------------------------|-----------|-----|
| 0-2 times per month | 31.58% | 78 |
| 3-5 times per month | 48.18% | 119 |
| 6-8 times per month | 14.17% | 35 |
| 9-11 times per month | 2.83% | 7 |
| 12 or more times per month | 3.24% | 8 |
| TOTAL | | 247 |

Question 5: The question attempted to see, if the community could have the type of food service and dining experience they prefer, would they eat at the Club more often. Even with a preferred service, majority of respondents dine out infrequently which creates a challenging to support a full time restaurant difficult.

Q6 Would you eat at Cobble Creek more if there was a quieter area with better ambiance?

Answered: 247 Skipped: 5

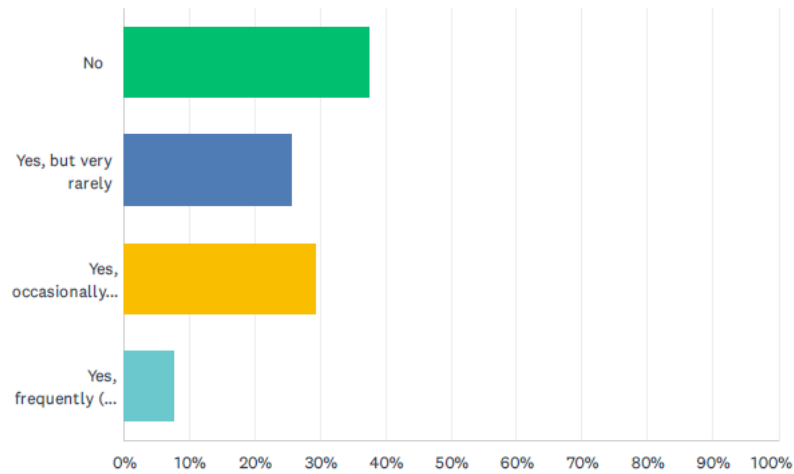


| ANSWER CHOICES | RESPONSES |
|--------------------|------------|
| Yes, a little more | 40.89% 101 |
| Yes, a lot more | 25.10% 62 |
| No | 34.01% 84 |
| TOTAL | 247 |

Question 6: This question showed some value that the majority would like to see a quieter area. This aligns with a common grievance amongst members and having such an area might enhance any experience more enjoyable.

Q7 Would you support having some type of breakfast menu?

Answered: 251 Skipped: 1

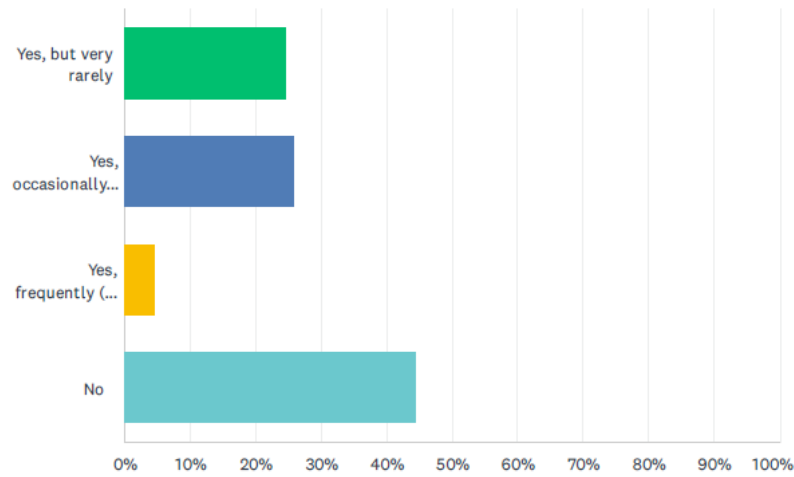


| ANSWER CHOICES | RESPONSES |
|---|-----------|
| No | 37.45% 94 |
| Yes, but very rarely | 25.50% 64 |
| Yes, occasionally (a few times per month) | 29.48% 74 |
| Yes, frequently (a few times per week) | 7.57% 19 |
| TOTAL | 251 |

Question 7: Although 55% said they would rarely or occasionally attend a breakfast option, there was a significant number of people who mentioned having a Sunday Brunch. This is something worth reviewing and considering even if it is only a monthly service with our current Tavern format.

Q8 Would you support a Fresh Grab & Go menu for breakfast and/or lunch?

Answered: 251 Skipped: 1

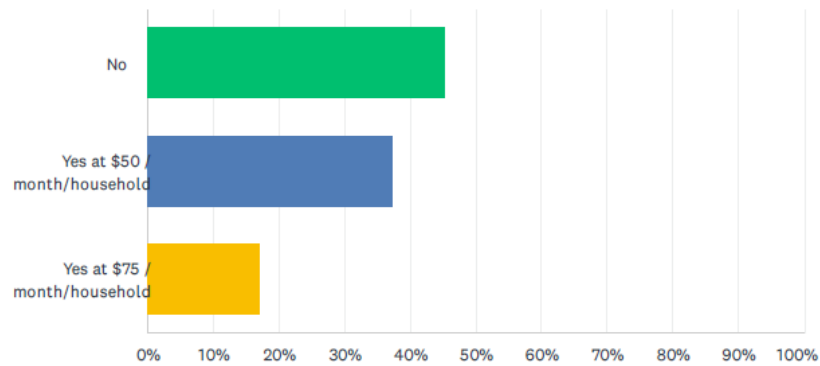


| ANSWER CHOICES | RESPONSES | |
|---|-----------|-----|
| Yes, but very rarely | 24.70% | 62 |
| Yes, occasionally (a few times per month) | 25.90% | 65 |
| Yes, frequently (a few times per week) | 4.78% | 12 |
| No | 44.62% | 112 |
| TOTAL | | 251 |

Question 8: The respondents' comments were mainly related to needing something for golfers before play and after the 8th or 17th holes. There is a need to support the Golf business with some type of food. Various options are currently being considered.

Q9 *MEMBERS ONLY* Would you support a required monthly Food & Beverage minimum to support upgraded Food Service?

Answered: 222 Skipped: 30

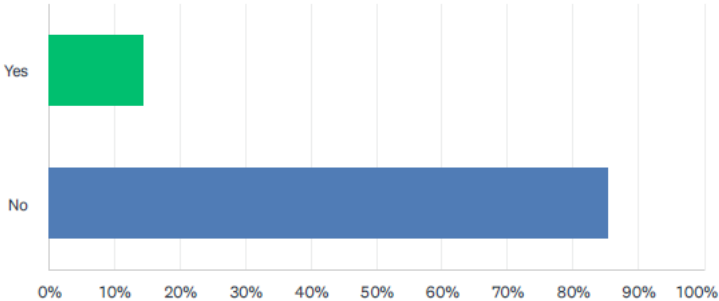


| ANSWER CHOICES | RESPONSES |
|-------------------------------|------------|
| No | 45.50% 101 |
| Yes at \$50 / month/household | 37.39% 83 |
| Yes at \$75 / month/household | 17.12% 38 |
| TOTAL | 222 |

Question 9: Although a combined 54.5% of respondents support some sort of monthly F&B minimum, this will need to be reviewed in detail and consult legal counsel as it would require a change to the Membership Agreement and a membership vote. Additionally, this would require an enhanced dining experience

Q10 *MEMBERS ONLY* Would you like to see a Members Only dining area?

Answered: 221 Skipped: 31



| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|-----|
| Yes | 14.48% | 32 |
| No | 85.52% | 189 |
| TOTAL | | 221 |

Question 10: This question was straight forward with a resounding NO from the respondents.