

Dear Bayside Member,

As 2021 draws to a close, and we all reflect on some of the challenges we've had to navigate as a community, my hope is that this note finds you all safe and healthy. We are so appreciative of your support, patience, and commitment to Bayside throughout an unpredictable year.

Thank you to each one of you who has welcomed me so graciously to Bayside. I couldn't have asked for a more positive transition and am so pleased to be part of a club with a positive, healthy, and forward-thinking culture.

I am very proud of our team and of the many upgrades and improvements we accomplished this year:

- ❖ Utility mower and accessories
- ❖ Fairway verticutter to help with thatch reduction
- ❖ Enhanced spray programs for course health
- ❖ Addition of the pavilion roof at 38 Degrees
- ❖ New Arbor on the deck for our weddings
- ❖ Upgraded Sonos sound system at Sun Ridge
- ❖ New Surround Sound upgrades in the cocktail lounge
- ❖ Sound damping panels in Signatures, upstairs and downstairs
- ❖ New pool cover for the Commons Pool
- ❖ Upgraded furniture at Sun Ridge
- ❖ A new walk-in freezer and refrigeration unit at 38 Degrees, to allow for more storage
- ❖ New heat lamps in banquet kitchen
- ❖ A new heavy court roller for the racquet facility
- ❖ Upgraded kayaks and Stand-Up Paddle Boards
- ❖ A new membership ID printer and upgrade software
- ❖ Enhanced server upgrades and Wi-Fi routers

A big thank you to our Volunteer Advisory Board of Governors for their continued support, guidance, and most importantly being that bridge between the Bayside Team and our passionate and loyal membership.

At Bayside we strive to deliver top tier service, amenities and experiences that create lifelong memories for our members and their guests. Despite the challenges in the labor force this remains our focus as we move into 2022. Because of the staffing levels Bayside requires to deliver that experience, we have incurred a large labor expense increase due to the current wage inflation in the shore communities. While we recognize that it may cost more, our team will continue to work tirelessly and take the steps necessary to deliver the service you expect, at the amenities Bayside is known for. That is our commitment to you as a member at Bayside.

Two of the most talked about issues post pandemic life is product and wage inflation. At Bayside, we strive to offer you top quality products, playing conditions and service. Like all clubs across the US, we too have been heavily impacted by these factors. Our payroll expenses have soared 30% over 2020. Food costs have also drastically risen – increasing over 20%. Other operating supplies such as cleaning chemicals and fertilizers have seen 200%+ growth in the past year.

Despite these drastic rises in costs across the board, we are only increasing dues by 5% for the 2022 year. To offset some of these increases, the initiation for new members will again increase starting 1/1/2022. Even with these increases, Bayside remains on the lower side of the competitive set in our region.

2022 Premier and Sports Membership Dues:

- Premier membership dues - \$500 per month (up from \$475 in 2021)
- Sports membership dues - \$2,620 annually (up from \$2,520 in 2021)
 - The accounting department will continue to bill these annual dues in two installments. \$1,310 on February 20th and \$1,310 on May 20th.

The Carl M. Freeman Company is committed to continual improvements at Bayside. We have excellent enhancements planned for 2022, here are a few items you'll see in the upcoming year:

1. Opening of the North Haven pool complex
2. Increased chemical and spray programs to improve turf health in the rough, fairway and green areas
3. John Deer tractor and tow behind rough mower for more precise and efficient rough mowing
4. 4 new utility vehicles to improve our agronomy team's efficiency
5. Salsco greens roller to provide a tighter and smoother product on greens and collars
6. Re-sodding of poor turf areas on the course
7. A Toro Fairway sprayer that will provide more uniform chemical sprays on the course
8. New tee markers for the golf course
9. New EZ-GO Lithium-Ion golf car fleet, complete with premium features to include an ice cooler
10. Installation of an ice machine in the cart barn
11. Multi-phase renovation of the Sun Ridge pool building; more details coming!
12. Replacement of the hot tub at the Commons Pool
13. Replacement of aging pool furniture throughout pools
14. 4 bottle fill stations; 2 at Sun Ridge, 1 at North Haven and 1 at the Commons Pool
15. Replacement of fencing at the commons pool
16. Replacement of the wind screens at Sun Ridge
17. Continual upgrade and refresh of all computers and point of sale terminals
18. Robust event schedule for both golf and non-golfing events
19. Enhanced calendar of Bayside Institute Classes
20. New walking trail from Harbor's Edge to the Commons neighborhood

Enclosed you will find a 2022 Account Update Form and the 2022 Member & Guest Access Policies. It is important that all members complete the Update Form and return it to the accounting office by March 1, 2022. This ensures that we have the most current and accurate information for your membership. On the ACH/EZPay Forms you will notice that moving forward there will be a 3% processing fee to use EZpay. This will start March 1, 2022. However, you will have a few options that will not incur that fee, which are paying by check or using the web member login on our website.

Thank you in advance for the timely completion of this form. As a reminder, your yellow complimentary pass card will be remotely reloaded on January 4, 2022. You will continue to use the same card in 2022, do not throw this card away.

Thank you again for making me feel so welcome. Our team could not be more excited for this off-season and the chance to lay the foundation and pathway for a tremendous 2022 year. On behalf of the entire Troon team here at Bayside, I would like to extend our warmest holiday wishes from our family to yours.

Sincerely,

Brian Rashley

Brian Rashley

General Manager