

AVCC Pro-Managers Report November 16, 2025

What a fantastic season the 2024 campaign was. Well, a year has passed, and I am pleased to share with you that 2025 was even better! The last two years have been record breaking in the golf industry with rounds played way up and participation at all clubs going full steam ahead. Aroostook Valley is so fortunate to have such a supportive Membership! Our members are so willing to help around the club by volunteering time, playing in our events, supporting the bar and kitchen, and creating an atmosphere that is second to none. The fact that we have such a good golf course with such a welcoming Membership and staff ensures that we will continue to grow and thrive. It was so rewarding to see all the young Families and youth enjoying our facility. The vibe around the club is so positive and it is very noticeable. People that visit are made to feel welcome and repeat visits is almost a guarantee. This is something we should all be very proud of; this is what got us through some tough times and the reason why we now find ourselves in a position to think BIG as we move ahead. This will be made very evident as we present to you our three-year plan later on this meeting, as we plan to make improvements and position ourselves to celebrate our 100 year anniversary in 2029.

I am pleased to report that we are in good financial shape after this season. We have made a huge improvement to our access with the construction of the Nick & Marion Pedersen Trail providing a much-improved access to our property including from a safety standpoint and all the while remaining 100% on the Canadian side of the boundary. This important infrastructure improvement was made possible by the extreme generosity of Dr. Mary Pedersen and her Son Mark. Their generous donation of land made this possible and Aroostook Valley will be forever grateful. THANK YOU! We also had so much hard work from Stephen Ouellette of NB Power as well as great contribution from Oneal's General Contracting and Valcon Ltd. I would also like to thank Mr. Dwight Linton who along with other wonderful volunteers implemented the cedar fence lining this trail. The fence ties in so well with the natural look of the land and really adds to the aesthetics of this project. We will continue to improve our access going forward as to never be in a position where we can be cut off from our property again. Thanks to Mr. Mike Dube for allowing us to get across his property to our facility and the use of his land to park and store carts in his building, Mike Dube has been awesome and is 100% committed to seeing us succeed. I think it is safe to say that Mike Dube, who we have met with this fall, is pleased to be part of the solution and Aroostook Valley will be working hand in hand together with Mike as time goes on. STAY TUNED!

We have continued to improve our cart rental fleet over the past few seasons. This is a huge expense but a much-needed part of our business. Our cart fleet is in much better shape with 32 carts being added to our fleet in the last three years and this initiative will continue in 2026. Cart rental is a huge part of our revenue stream and more and more of our members are choosing to use club owned carts as opposed to owning their own carts. I believe this trend will continue as we move forward stressing the importance of a well maintained and updated fleet!

I would like to thank all the employees for their continued hard work and dedication. From the grounds crew to the club house staff, it is plain to see that their involvement is so much more than a job to them. That is why we can operate with fewer staff than other facilities

of equal size, our crew works until the job is done and do so without being asked! They take pride in their work, and it shows, I thank the membership for always acknowledging their efforts and the Board for showing them they are appreciated and valued. Aroostook Valley is very fortunate to have them, and they are a huge part of our success. I would also like to thank the Families of our employees who in some cases know that once the golf season starts, they may not see much of their loved ones until the fall. The support of Family and understanding how busy we can be during the golf season is certainly appreciated by this Old Pro.

I would like to thank our many volunteers who time and time again show up and help with tournaments, maintenance, managing web sites and so much more like preparing for Annual Meetings just like this one, and financial donors who continue to come forward and help for the greater good, Aroostook Valley is full of so many good people. It is a privilege to serve as your Golf Pro and General Manager. I would like to thank the Board of Directors who have been very involved and it is safe to say they are very engaged in leading us into the future. There is so much work being done to come up with a direction that benefits us all and ensures we continue to grow as our 100-year celebration nears.

Thanks to our Membership for understanding how important our event/tournaments are to our operation. We are very lucky to have been chosen to host the 2026 Mid Amateur and Mid Master Provincial championship July 17 - 19. This event will expose Aroostook Valley to a whole new demographic of golfers from across the province. This event will have a positive influence on our bottom line and will almost certainly guarantee repeat business as players experience our facility and hospitality. This will be a huge undertaking for the club, and we will be looking for lots of help to once again host another Provincial Championship, but I have no doubt that if any club can play host to such an event it is Aroostook Valley Country Club, I can assure you Golf NB feels the same way!

Congrats to all our 2025 Club Champions.

Ladies - Lynn Dooling

Men - Ty Dickson

Senior Men - Brian Shannon

Super Senior - Norval Sappier

Junior - Cohen Adams

Big congratulations to long-time member Ralph Michaud for his induction into the 2025 Maine State Golf Hall of Fame. Ralph has been a great player for a long time and has always been among one of the best competitive players among our membership. Congratulations Ralph on all your achievements. Well-deserved for sure!

In closing I can safely say we are in a good position to continue to grow and improve! Aroostook Valley's future looks bright, and our facility will be around for generations to come. The current membership, Board of Directors, staff and guests alike will see to that. By continuing to make sound business decisions, infrastructure improvements, and staying true

to our identity as a friendly, welcoming and cohesive club we can't help but enjoy the success that is sure to come to all of us involved. Thanks for a WONDERFUL 2025 season.

A handwritten signature in dark ink, appearing to read 'S. Leitch', with a stylized, cursive script.

Stephen Leitch
AVCC Head Professional & Gm
The Aroostook Valley Country Club