

Greetings & Happy Holidays,

2020 has been a remarkable year in so many ways, the word of the year should be “Resilient”. We are so grateful for everyone’s continued support, and hopeful that the industry growth that golf had in response to the pandemic will be a lasting one as people continue to find the joy in this great sport.

Dervin Murphy our group/tournament coordinator is full swing booking outings for 2021. There is still time to take advantage of the great winter pricing for your weekday outings booked through February 2021. For those of you who book and place your deposit for your event by December 31<sup>st</sup>, we are offering \$100 off your weekend Caddy Shack stay. Remember at Greenhorn Creek if your event must be postponed due to closures, your deposits are moved forward to your new date (seasonal rates apply). Dervin can be reached at (209) 729-8117 or [dmurphy@grupe.com](mailto:dmurphy@grupe.com).

In addition to thanking everyone and encouraging you to book your outings for 2021, we wanted to share some insight that Greenhorn Creek Resort owner Fritz Grupe shared with us in March. His words are still timely as we all look forward to a brighter tomorrow. We wish you all continued good health.

Cheerful Regards!

Bonner Grupe

Director of Sales & Marketing

From the desk of Fritz Grupe

Dear Friends:

Being a family-oriented person, married 60 years, with 20 grandchildren, 3 great-grandchildren, with four generations living on our farm in Lodi, and operating several businesses, I have experienced many ups and downs with family issues as well as having my lenders go broke. Needless to say, like you I have experienced a lot of stress and anxiety in my life. For those of you who have read my recently published book, “Enjoy the Ride”, you have firsthand knowledge of my successes and challenges and how important it is to not compromise your values or integrity. In my book, I talk not only about the unforeseen, but the *unforeseen-unforeseen*, and at 83 years old, I did not foresee anything like this pandemic. Like me, you may have been asked for advice by your family. The following is what I sent to our four kids, their spouses and our grandkids, and I thought it might strike a chord with you.

The unknown can cause anxiety. You cannot ask someone to cease the way they feel, like being anxious. But here is what you can do to decrease anxiety:

1. Be as informed on the subject as possible.
2. Be honest with the assessment of the situation and don't spread things that are not proven.
3. Have plans, i.e., more than one plan, for each scenario that you feel could happen.

Does this exercise change anything? No, but it does decrease anxiety. As I wrote in my book, during times like this is when people with faith feel more stable.

When this health and financial crisis passes, and it will, albeit it will take months, maybe a year, it will not be as lengthy as the financial crisis that broke the savings and loan industry which financed over 50% of all housing in America. I am not suggesting that health and financial issues are of equal concern.

However, in 1986, the Federal Government through an arm called the Resolution Trust Corporation took over all of the assets and liabilities of the savings and loan industry. After doing that, they refused to honor the loan commitments they had guaranteed to fund. In my case, it was half a billion dollars, which left me hanging with no hope of being able to finance the 8,000+ apartments I had under construction in seven states and over 20 cities. How did I advise our team to proceed under these dire circumstances?

1. Focus on what you can control.
2. We will never change our culture, values or compromise our integrity.
3. Cut all unnecessary capital expenditures.
4. Keep key people in place.
5. Help people with whom we do business, i.e vendors, subcontractors and tenants, get through this as they are very anxious and most may not have access to accurate information as we do. Share what you can.
6. Stay connected and keep communication open.
7. And finally, when this is over, how can we return even stronger?

Phyllis and I wish you and your family all the best and a healthy year.

Yours,  
Fritz Grupe

P.S. I did finally pay off 100% of all those loans, but it was a giant undertaking and struggle that took three years.

\*Fritz's book is available in the Greenhorn Creek Pro Shop and Amazon.