

April 2018 Special Meeting Notes

Golf Joint Advisory Committee Meeting Agenda Wednesday, April 18, 3:00 pm at Riordan Hall

Attendees:

Golf Committee: Bill Barr, Rex Butler, Dean Collins, Jake Grasmick, Jason Loyd, Susan Nuttall, Mary Riorden, David Winer

POA Board Liasons: Bruce Portillo, Ruth Hatcher

POA Management: Tom Judson

Also attending: David Brandeburg, POA Board-Lakes & Community Involvement Liason, about 40 members of the community.

Key Outcomes:

- The Golf Committee will prepare a white paper/report to present to the Board
- No final decisions will be made by the POA Board this week

Meeting Notes:

Call to Order - Bill Barr called the meeting to order at 3:05 pm

Reviewed Purpose of Meeting : Listen to your feedback and provide to the Board for consideration

Reviewed Data Sheet: Susan Nuttall reviewed the data sheet (Appendix 1)

Notes:

TJ: Tom Judson

Questions	Answer/Discussion
How many bids have we gotten on the bridge replacement?	TJ: The original estimates came from the Burns & McDonald Study (H&H Study). It has been validated by an engineering firm and includes permitting and contingency costs. These estimates are adequate for making decisions. When we actually start doing work, more detailed bids will be requested.
Have we considered doing away with the non-functional bridge south of #2 on Berksdale?	TJ: We can choose to do different things at different times depending on the design for the use of the land.
Can you (the Golf Committee) put out a paper or a statement on an approach? That would be easier to react to than so many different choices.	Bill Barr: The Golf Committee will be putting out a white paper/report.
What steps are being taken to reduce the risk of debris (trees) causing additional damage? If we remove the trees in the stream or at risk for falling, would that help the situation?	TJ: We recently removed 6-8 trees from the southern most bridge. This helps in that it is less likely the bridges will cause damage downstream, however, it also removes the 'dams' that slow the water down. This may result in additional stream-bank damage. It helps on a short term basis.

April 2018 Special Meeting Notes

Questions	Answer/Discussion
<p>Why do we need another course when the market is changing/declining? Why would we give up the investment we already have in Kingswood that includes the infrastructure (irrigation, mature grass, drainage, etc.)</p>	<p>TJ : We reviewed our numbers and projections for 10 years. Based on what we know now, 5 courses would be ideal. No final decisions have been made.</p>
<p>I have a lot of contact with people who do things other than golf. The rest of the village does not want to pay to improve the golf courses. Can we justify spending the money, especially if we don't need them?</p>	<p>Supporting statements from other attendees: Non golfers don't want assessment contribution going to golf. We are all in this together. Consider the total population we represent</p>
<p>Paying for improvements</p>	<p>Can we raise the rates to cover the costs of Country Club, Kingswood and 9 at Berksdale?</p> <p>I would be willing to pay more in assessments. I use to pay \$65 a month at my old community.</p> <p>As a golfer what are you willing to pay? And at what point does a rate increase decrease play?</p> <p>TJ: When we had about a 10% fee increase a few years ago, we did see rounds go down. We need to be sensitive to what golf sells for in neighboring markets.</p>
<p>We like the courses we already have. Average & mature golfers still want to play on a flat course.</p>	<p>Other attendees agreed</p>
<p>We should build a new course at ARK/MO</p> <p>We own the land and for about \$7 million, we can build a replacement course that doesn't flood.</p>	<p>Comments from other members: There are many issues with this idea including water, septic, location, distance from schools/town,</p> <p>How do we raise that kind of money?</p> <p>It is expensive and risky</p>
<p>I understand we are selling golf cards for a discount is Bentonville. Doesn't that hurt our revenue?</p> <p>Do we track this?</p>	<p>SN: This is a promotional tool to encourage nonmembers to try our courses. These are typically redeemed at non-peak times (afternoons & weekends) when we aren't busy.</p> <p>Yes, the Marketing Department tracks sales and usage of these cards. We have programs with several different media outlets.</p> <p>BB: We also advertised discounted rates on Golf</p>

April 2018 Special Meeting Notes

Questions	Answer/Discussion
	<p>Now and other sites. These rates are non prime time.</p> <p>TJ: The way that many people get introduced to Bella Vista is through these discounted programs. They fall in love with BV and eventually buy a lot or home here.</p>
I heard there is going to be a vote on the options this week. Is that true?	<p>RH/BP/TJ We can't confirm either way. The agenda for the meeting hasn't been publicized yet. It will be published on Thursday.</p> <p>TJ – Assured group that no final decisions will be made this week.</p>
Many general comments about importance of golf. It makes Bella Vista what it is.	It is a reason to move here. A good marketing tool.

.The meeting adjourned at 4:20 pm.

Appendix 1 – Costs by Course

April 2018 Special Meeting Notes

NOTES:

Source is Options Presentation unless otherwise noted
 ARK/MO – Potential cost offsets have not been analyzed

Ref Item	Comment	Stream Bank Stabilization	Bridge Replacement	Other	Total
1	Assessment Contribution per Course per year			\$367,000	
2	South Berksdale 9	\$663,000	\$1,189,000		\$1,852,000
3	North Berksdale 9 Bridge by old #18	\$0	\$426,000		\$426,000
4	TOTAL BERKSDALE	\$663,000	\$1,615,000		\$2,278,000
5	TOTAL KINGSWOOD	\$560,000	\$426,000		\$986,000
6	TOTAL BERKSDALE & KINGSWOOD	\$1,223,000	\$2,041,000		\$3,264,000
7	<u>OTHER TOPICS</u>				
8	Country Club	Stream Stabilization & Raise Greens	\$502,000	\$750,000	\$1,252,000
10	Build course at ARK/MO	Construction Costs		\$7,000,000	\$7,000,000
11	Sell Lots at ARK/MO	Net proceeds from Lot Sales, not analyzed		-\$5,000,000	-\$5,000,000
12	CONSTRUCTION SHORTFALL FOR ARK/MO			\$2,000,000	\$2,000,000
13	South Berksdale 9 – repair damage & make safe	Minimum necessary to, don't combine with other analysis, Golf Committee Notes 4/12/207 & 8/9/2017		\$560,000	\$560,000