

## December 2018 - Meeting Notes

### Golf Joint Advisory Committee Meeting Agenda

**Wednesday, December 12th, 8:30 am at Country Club Boardroom**

**Attendees:** Leia Bush, Rex Butler, Kim Carlson, Dean Collins, Mark Deihl, Pat Laury, Jason Loyd, Steve McKee, Darryl Muldoon, Susan Nuttall, Bruce Portillo, Phil Spencer, Tom Judson, Keith Ihms

**Absent:** Mary Riorden, David Whelchel

### Meeting Notes

**Call to Order** – Jason Loyd called the meeting to order at 8:30 am

**Committee Course Reports (See Appendix 1)**

**Staff Reports:**

- **Golf Maintenance – Keith**

- Sand refill stations: Sand refill stations are being built at all courses. This will enable golfers to fill up sand bottles during a round.
- Frost line and Today's Play: The Frost line is updated daily by Golf Maintenance by 7 am. Today's play is updated by each superintendent. **Information about the Cold Weather Special will be included in the Frost Line message.**
- Member comments about softness of greens: the softness is due to the freeze/thaw plus mowing and rolling the greens. The frequency of shotguns on the course may impact the mowing/rolling schedule. Maintaining the greens is a high priority for the Maintenance Teams.
- Status of 1 green BVCC: Drainage work has been completed and new sod laid. The green remains closed so the root system can develop.
- Status of #13 Kingswood green: Sod has been laid to enlarge the greens.
- Status of #11 low water crossing BVCC: the culverts have been installed. Work on the ramps and curbing will be done soon.
- Compliance Updates: in progress. The supplier is scheduled for the 3rd week in January to install the products.

- **Golf Operations – Darryl**

- Drew Edwards has been hired as a full timer to oversee the Scotsdale Golf Shop under Alex Sanford's direction.
- Golf Fanatical and Rounds report (Appendix 2)
- Warm Price cold days Promo: 59 people have taken advantage of this promotion. It will now be reported daily on the frost line
- Hole # 12 Scotsdale Gold tees: The group discussed the position of the red/gold tees for Scotsdale #12. It is important that the red and gold tees are in the same location due to the rating for the course. Based upon the information that was gathered, the tees will be moved to the lower level.
- Golf Expo March 5<sup>th</sup> 5-7pm: This is an opportunity for golfers to see what the different groups have to offer. A Golf Group Leader meeting will be conducted prior to the Expo. This is not a merchandise sale.
- 2019 Tournaments Schedule: The Tournament Schedule was reviewed. Some tournaments were eliminated or combined. This should enable more regular play.
- Golf Fest will be held in April. Golf Operations is working with the vendors now.

- **General Management**

- On 11/15, the POA Board approved the Fee Schedule for 2019. The schedules have been printed and will be available to the membership.

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### ● Board Liaisons

David Brandenburg suggested that we considering opening the 3 Par Holes to cart traffic. A discussion followed with a focus on opening the 3 Par Holes to those carts with Handicap Flags.

- Keith is ok with allowing the Blue flag carts on the Par 3 fairways. He is concerned about the wear and tear on the grass if we allowed all golfers on the Par 3's.
- Dean Collins made the following Motion: **The Golf Committee recommends that POA tests allowing carts for handicap flag users on specific Par 3 holes.** Mark Diehl seconded the motion. It passed unanimously.

**Comments from the Public:** Please limit time to 3 minutes

The following suggestions were made:

1. Consider using a larger hole (6") at one course.
2. Consider identifying a drop area on #2 BVCC.
3. Allowing carts on #10 Highlands after the 150 yard market.
4. Promote/educate golfers on the 90 degree rule. This will help our grass next spring.
5. A member (Jim Gibson) contacted Golf Operations about the shotgun schedule and did not receive a response.

Keith and Darryl will review and report back to the Golf Committee.

### Old Business

**Follow up on suggestion to allow those with mobility issues to request a handicap flag.**

This was discussed and decided to leave the handicap policy as is. The POA needs to be able to apply this rule without bias and the current rules are clear. If a golfer has a mobility issue, they should work with their doctor to get a handicap designation.

### New Business - none

**Next Steps:** Keith/Darryl to review member comments and discuss at the January meeting.

**Adjourn** – Jason Loyd adjourned the meeting at 9:50 am.

## December 2018 - Meeting Notes

### Appendix 1: Course Reports

#### COURSE INSPECTION FOR DOGWOOD, DECEMBER, 2018

Date of Visit: 12/14/18      Name of Reviewer: Susan Nuttall

Head Golf Pro: Paul Gomez      Course Super: Scott Hanson

General Appearance of Club House (include Snack Bar and Bulletin Boards): Snack Bar update is progressing, but still not quite finished.

General Appearance of Course: Excellent for a cold day

Noted Safety Hazards (overhanging and dead limbs, holes, etc.): none

Golf Cart (cleanliness, sand in container, sharp pencil): excellent

Operational Opportunities (per head pro or pro shop staff) limit to up to 3: none new

Maintenance Opportunities (per course superintendent) limit up to 3: none new

#### Comments and Notes:

The practice area built by the Friends of Dogwood sustained some damage in the most recent windstorm. The group met and discussed a plan to rebuild the nets. We will be taking down the existing nets on Tuesday 12/18 and will present the new design to the Golf Committee in the January meeting.

#### COURSE INSPECTION FOR KINGSWOOD-BERKDALE, December, 2018

Date of Visit: December 7, 2018      Name of Reviewer: Phil Spencer

Head Golf Pro: Gavin Smith      Course Super: Reed Holly

General Appearance of Club House: Clean and Tidy, Ready for Christmas sales.

General Appearance of Course: Very good but wet in areas.

Noted Safety Hazards : Some damaged cart paths remain a hazard.

Golf Cart: All carts are cleaned and ready for play.

Operational Opportunities: 1) Parking lot still needs stripes painted. 2) Still NO Handicap parking signs for golfers.

Maintenance Opportunities: Waiting for 2019 budget approval. Asphalt laid behind #11 green. Collars on #13 green were installed with new grass enlarging the green size by some 2500 square feet. Green side fan moved from #6 green to #13 to help dry the new grass.

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A new drainage pipe will be installed with 2019 budget funds to fix a problem on #8 fairway in January. Sand containers will be provided on all par 3's (20 total) to fix divots at the tee box.

Comments and Notes: Until golfers handicap signs installed they will continue to park in restaurant handicap parking.

### COURSE INSPECTION FOR TANYARD December 2018

Date of Visit: 12/6/18 Name of Reviewer: Steve McKee  
Facility Supervisor and Teaching Professional: Hillery Sence

General Appearance of Club House (include Snack Bar and Bulletin Boards): Good

General Appearance of Practice Range: Good; painted

Noted Safety Hazards (overhanging and dead limbs, holes, etc.): Nets, sign

Golf Cart (cleanliness, sand in container, sharp pencil): NA

Operational Opportunities (per head pro or pro shop staff) limit to up to 3: See notes.

Maintenance Opportunities (per course superintendent) limit up to 3: None

#### Comments and NOTES:

##### **Follow-up to OCTOBER, NOVEMBER 2018:**

Hillery and marketing department spoke and may expand promotions on FlightScope and simulator.

Safety nets?

Sign blocked by weeds?

##### **For DECEMBER 2018:**

Slat walls being installed. This opens space for simulator, fittings, and retail area.

Practice pin areas painted as visible targets; looks attractive.

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COURSE INSPECTION FOR Highlands, November, 2018

Date of Visit: 12/9/18 Name of Reviewer: Mark Deihl

Head Golf Pro: Alex Sanford Course Super: Greg Jones

General Appearance of Club House (include Snack Bar and Bulletin Boards): Good. In order and well organized.

**Pro shop** Golf equipment and apparel is well stocked and ready for Christmas sales with displays.

**Bar Area**- Looks good. Bill has area cleared out and waiting for pool table to be set up. He has discussed setting up dart board and possible indoor putting area for the patrons to the pub.

General Appearance of Course: Great.

Noted Safety Hazards (overhanging and dead limbs, holes, etc.): Course looks great. Bermuda dormant.

Golf Cart (cleanliness, sand in container, sharp pencil): Carts are clean with score cards and pencils. New Gator golf vehicle arrived this week replacing old vehicle.

Operational Opportunities (per head pro or pro shop staff) limit to up to 3: Golf rounds are picking up with the warmer weather.

Maintenance Opportunities (per course superintendent) limit up to 3: New cart barn door installed, old one had to be replaced.

Comments and Notes:

Discussed with Bill the possibility of extending the outside deck, doubling the size. Including new tables with umbrellas will coordinate with management. Could start taking donations for this project, including materials, and volunteered labor. Ask about getting new signs for the Highlands Golf and Pub or altering existing signs. Old signs have restaurant still listed on them, possible confusion.

Alex noted they have new art work donated for club house. In the front lobby there is an old BV emblem covered in velour cloth. It is being replaced with a new sharp framed aerial picture of one of the Highlands golf holes. Looks great!



From: Darryl Muldoon, Director of Golf Operations

To: Golf Committee

Date: December 12th, 2018

Subject: Golf Financials and Rounds Report

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In looking at the reports, I wanted to point out a few numbers that caught my attention.

- Total rounds played in November 6,422 compared to 13,355 in 2017. The main reason for the short fall was the arrival of an early winter weather compared to last year.
- The Members rounds are trailing 2017 by 15,112.
- Non-member rounds are up compared to prior year by 1,757.
- Total rounds of golf trail by 13,355 year to date over 2017, main impact was Scotsdale been closed for 6 months.
- Revenue, Member green fees is down by \$100,030 compared to 2017.
- Cart revenue is tails by \$8,399.
- Guest greens fees revenue is down by \$29,833 over 2017, slow start to the year.
- Merchandise revenue keeps growing showing a growth of \$45,526 over 2017 year to date. Don't forget to stop by and get your extra Christmas discount.

January 2017 - Current

Month (Multiple Items)

Sound Type	Year		MEMBER Total		NON-MEMBER		NON-MEMBER Total		Grand Total
	MEMBER	Regular Play	MEMBER Total	Tournament	Regular Play	Tournament	NON-MEMBER Total		
2017	176	176	1151	1151	30114	30114	30832	110452	
BERESDALE	6975	5388	53	12312	2163	2	2165	14477	
BRITANNY	4810	780	182	5792	1205	157	1362	7154	
COUNTRYCLUB	9947	9030	271	19548	4808	832	5640	25088	
DOGWOOD	11947	12181		23728	5217		5217	28945	
HIGHLANDS	5755	6495	98	12348	2951	1	2952	15300	
KINGSWOOD	11521	11343	589	20163	4041	3283	7324	36877	
SCOTSDALE	12265	11790		23935	5729		5729	29664	
2018	3107	3107	3107	30354	30354	105	30354	133092	
BERESDALE	5879	3688		9417	2356		2356	11773	
BRITANNY	3625	450	46	4121	1010	566	1576	5607	
COUNTRYCLUB	10098	11179	611	21798	6535	1434	7969	29767	
DOGWOOD	9240	5884		19124	5013		5013	34137	
HIGHLANDS	8811	10540	108	19459	5489	437	5926	25386	
KINGSWOOD	10014	10726	956	21716	4901	1353	6254	27970	
SCOTSDALE	5096	5142	31	10269	3017	35	3052	13321	



**GOLF FEES AND CART REVENUE ANALYSIS**

Year to Date November 2018

**COMPARISON 2016, 2017 AND 2018**

	2016	2017	2018
<b>Member Greens Fees *</b>	\$1,279,968	\$1,024,789	\$893,871
<b>Annual Greens Fees</b>	\$766,233	\$850,605	\$891,453
<b>Total Members Green Fees</b>	\$2,046,201	\$1,885,394	\$1,785,364
<b>Cart Rentals</b>			
Private Cart Registrations	\$644,153	\$734,762	\$752,835
Annual Seat Leases	\$166,460	\$148,946	\$136,887
<b>Total Cart Fees</b>	\$447,309	\$448,354	\$433,941
	\$1,257,921	\$1,332,062	\$1,323,663
<b>Guest Greens Fees **</b>	\$690,703	\$656,876	\$629,993
<b>Merchandise Revenue</b>	\$439,116	\$400,995	\$466,521

Beat the Heat Special      July/August 2018      Total round # 5819      Total Revenue \$ 145,475



