Golf Joint Advisory Committee Meeting Agenda
Wednesday, March 13th, 4:00 pm at Country Club Boardroom

Attending:Kim Carlson, Dean Collins, Mark Deihl, Pat Laury, Jason Loyd, Steve McKee, Darryl Muldoon, Susan Nuttall, Bruce Portillo, Mary Riorden, Phil Spencer, David Whelchel, Tom Judson, Keith Ihms

Absent: Rex Butler

Votes & Important Topics:

- **Voted to form a POA Tournament Sponsorship Subcommittee**

Meeting Notes

Call to Order - Jason Loyd called the meeting to order at 4:00 pm

Committee Course Reports - Appendix 1

Staff Reports

- Tom Judson introduced Tammy Loyd as the new Corporate Secretary and Tom's Assistant

Golf Operations - Darryl Muldoon

- Darryl reviewed the revenue and rounds reports - Appendix 2
- Golf Expo was held on March 5, 2019. An estimated 350 attended.
- The 3 Person Tournament is full. A waiting list has been established.
- The Couples Round Robin Tournament is scheduled for May 17-19th.
- POA Tournament Sponsorship Committee
    - Dean Collins made a motion to form a Golf Subcommittee to Solicit Sponsorships for POA Charity Tournaments. Mary Riorden seconded the motion. Passed unanimously.
    - Phil Spencer, Susan Nuttall and Bruce Portillo volunteered for the Subcommittee. Phil volunteered to Chair the Subcommittee.
    - Ellen Shelley, President of the BVWGC requested that committee members clearly identify themselves as representatives of the POA, so as not to be confused with other groups soliciting donations.
- Today's Play - we will no longer publish the cart information for Tomorrow Play. The information can be inaccurate a day in advance because of changes in the weather overnight.
    - The suggestion was brought forth by a member who anticipated the 90 degree rule, but after arriving at the course, learned it was Carts on Path.
    - Today's Play is updated each morning by the Superintendents.
- Rare Golfer
    - The Operations Team reviewed the suggestions put forth by Stephen McKee to attract 'Rare Golfers'
        - Called other courses to solicit advice
        - Already implemented
            - Capturing emails
            - Recognizing Hole-In-One and exceptional shots
            - Expanded Group Lessons and Clinics
        - Not feasible/Can't Afford
            - 11 minute Tee Times -negatively impacts revenue during busy times
            - We can't give alcohol away due to State Law

        - Birthday Rounds - an issue when the member is an Annual Pass holder. What would we do for them?
        - 2 pm Twilight Shotguns - Time is needed between shotguns for the maintenance crew to water the greens and also allow for players from furthest holes to safely return to the clubhouse.
        - Taking Tags into clubhouse for a discount - this would negatively impact gross profit. We prefer to offer a good value every day, with the member discount.
    - Ideas to consider
        - Practice with the Pros
        - Beginner Tournament
- Golf Maintenance - Keith Ihms
    - Rob Dreesen and Curtis Mullen attended the GIS show. Both found it interesting and helpful for career development and gaining new knowledge. Terry Pullock attended 4 days of training at John Deere.
    - General Maintenance
        - Greens Aerification starts this week at Country Club, nex week at Highlands. Berkdale, Dogwood and Kingswood will be done in Mid April. Scotsdale and Brittany will have aerification done in the summer.
        - Scotsdale greens will be covered on Friday and tarps will be removed Sunday due to cold weather.
        - Question: Did we use both tarps this year? Yes, we use the light tarp first and then the darker/heavier one. This creates an air gap as recommended by the USGA.
        - #1 green at Country Club - Rob Dreesen
            - Rob reported that the very cold weather in December has damaged the new sod on the #1 green. The last week of March, when the weather is more consistent, we will re sod as needed. We will use sod available from our nursery greens and use in-house labor. Our goal is to have the green open for the APT and the summer season.
        - #13 on Kingswood will open on Monday, 3/18.
    - Master Plan Presentation
        - Keith and David Whelchel presented the BVCC Master Plan. The focus of the plan is to update the course and make it more resilient in the event of flooding.
        - The next step will be to develop a detailed construction / grading plan. This is not funded for 2019.
- The meeting was adjourned at 5:35 pm

COURSE INSPECTION FOR KINGSWOOD-BERKDALE, MARCH, 2019

Date of Visit: March 7, 2019 Name of Reviewer: Phil Spencer

Head Golf Pro: Gavin Smith Course Super: Reed Holly

General Appearance of Club House:	Clean and Tidy; Sales up for the month
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:	Golf maintenance staff during course closure installed 8 new boards replacing old damaged boards on the #7 bridge. Budget cuts curtailed the entire bridge being repaired. Hole #9 had a root problem in a bunker, so a trench was dug and installed with galvanized sheet metal to cover the roots and the bunker was restored to normal. Several minor irrigation problems were repaired. To eliminate water from standing on several cart paths near holes #6, 9, 14, 15 and 16 sod was removed adjacent to the path to improve drainage away from the path. Installed irrigation heads on the driving range area. Pre emergent and herbicide were sprayed on all the fairways. On hole #11 a large sycamore tree will be removed in a few days.
Comments and Notes:	Operating budget was put on hold pending the outcome of the stump dump fire. Until golfers handicap signs installed they will continue to park in restaurant handicap parking.

COURSE INSPECTION FOR DOGWOOD,MARCH, 2019

Date of Visit:3/12/19 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): Fabulous

General Appearance of Course: Good-getting ready for spring

Noted Safety Hazards (overhanging and dead limbs, holes, etc.): Scott mentioned that the crossing at #8 Brittany is ‘an accident waiting to happen’. He has noticed that many drivers are not paying attention when they reach that section of the road.

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

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

Maintenance Opportunities (per course superintendent) limit up to 3: There is a 6” main line leak on #15 that will be repaired in short order. The foxes are now making their presence known on Brittany.

Comments and Notes:

Clubhouse: The operation of the Clubhouse is entering a new, exciting phase. The recent changes in the layout has led to a significant improvement in customer service by reducing the number of steps needed to service the Clubhouse area. There are more food/beverage sales than merchandise sales. Happy hour is gaining traction and there have been more ‘food only’ events this year as was had in all of 2018.

The Clubhouse has a much different feel than in the past. The team has updated the signing and artwork for a more cohesive, casual ‘feel’.

There is a new drink menu, a order ticket and signing for the door to the fitness area. The door now looks more like the entrance to a restaurant and helps to delineate the area for alcohol sales.

Customers are getting accustomed to the food offerings. The team has a process in place to manage groups - which is much easier with the ‘order ahead’ ticket. While I was there, they prepared to serve a group of 13. Service was immediate when the group arrived and they were very pleased.

2 new hires are planned.

Maintenance: The team is finished with the pre-emergent spraying for Dogwood and is now working Brittany. All of the tree work is complete. When it is dry the team rolls the greens so they will be firm in preparation for the start of the season and upcoming aeration.

The project to move the fans is complete and is proving to be easier for the maintenance team. The fans also provide for a more consistent surface on the greens.

COURSE INSPECTION FOR Highlands, March, 2019

Date of Visit: 03/12/19 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. Looks clean and in order.

Pro shop is well stocked and clean. Additional new items for sale.

Bar Area- Looks good. Bill has areas set up for the pool table, dart board, and bag-go activities. Bill is looking for a new bartender to help him with the hours. The bar area is doing well with happy hour business. The golfing crowd is good, when the weather allows for playing golf.

General Appearance of Course: Looks great for coming out of the winter and the wet conditions.

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

Golf Cart (cleanliness, sand in container, sharp pencil): Carts are clean with score cards and pencils. Containers filled with sand for divots.

Operational Opportunities (per head pro or pro shop staff) Additional items have been added to the pro shop for sale. Alex is training a new staff member in pro shop. They are ready for the spring golf season. Business is great when the weather conditions are cooperating.

Maintenance Opportunities (per course superintendent) limit up to 3: Maintenance has been adding new landscaping and erosion control around cart barn and pro shop. Fixing equipment, cleaning up brush, trimming up edges on fairways. They have completed 80% of pre-emergent spraying to the entire golf course for weeds, crab grass, etc.

Comments and Notes:

Highlands pub is doing well for happy hour and with golf traffic when weather is good. Need to hire new bartender to give Bill days off thru the seven day weeks.

Starting on Monday the 18-24, the course will be closed. Greg and Maintenance is starting the drill & fill procedure on the greens with the larger penetrations. With good weather they will try to be completed by the end of the week. After drill & fill is complete, they will fertilize. Greens will need some warm rain and warm temperatures to promote new growth to the greens. He is estimating 3 weeks for greens to start growing in completely, weather permitting. Course will re-open on Monday the 25th.

Limiting the cart traffic to cart paths only, during wet, cold, and bad weather conditions has limited the damage to the Bermuda grass. Especially where the golf cart traffic is the highest at entering and exiting the fairways. Thus, less bald spots and dirt patches in the fairways.

Name of Reviewer: Dean Collins

Date of Visit: March 10, 2019

Head Pro: Alex Sanford Course Super: Kyle Soler

General Appearance of Club House:

Excellent

Summary:

The golf course was open 12 days in February. I have nothing new to report since my last inspection. What the course needs is good weather and play. Kyle plans to attend the golf committee meeting to discuss the rationale for covering greens in the spring.

COURSE INSPECTION FOR TANYARD March 2019

Date of Visit: March 12 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

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

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

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

Maintenance Opportunities (per course superintendent) limit up to 3: See notes

Comments and NOTES:

Follow-up to NOVEMBER, DECEMBER 2018; YTD March 2019:
FlightScope and simulator installed and used

Safety nets?

For MARCH 2019:
New range balls; swap Golf Fest

SIMULATOR and FlightScope

Advertising going out
Advantage is weather (cold, rainy, hot) doesn't impact fittings (sales at Tanyard) or lessons
Spin on ball more accurate; takes out guessing for fittings
No courses, like Pebble Beach, yet on simulator; budget item?

MAINTENANCE
Parking overflow from Tanyard trails and new trails (paved sidewalk, restripe parking spots, restricted golf parking near practice range)

COURSE INSPECTION

Name of Course: BVCC Course Superintendent: Bruce Fleming

Name of Reviewer: Mary Riorden Greens Superintendent: Rob Dreesen

Date of Visit: February 26, 2019

General Appearance of Club House (include Snack Bar and Bulletin Boards)
Excellent. It is kept clean and neat at all times. Score cards and pencils are available in the club house and on the carts. Snacks are available for purchase. Merchandise is neatly displayed. Staff in uniform and name tags.

Golf Cart (cleanliness, sand in container, sharp pencil): Carts are clean and well stocked. The staging area is quite small for shot gun starts.

Appearance of Flower Beds, and FOH, FOD, LAL added landscaping: Beautiful throughout the course.

Cleanliness and General Repair of Bathrooms: The bathroom floors on both outdoor bathrooms need scrubbing and repainted. If this is to be our premier course, these bathrooms need to be kept clean. Hole #5 ladies room has a bright new light. The men's room does not. Hole #15 men's room has a bright new light, the ladies does not. Bruce is going to order new lights in these bathrooms.

Availability of Water and Cups on Course: Ice and water are available in the restroom area below the club house and is available for purchase at the club house. No water is available on the course during the winter months.

Noted Safety Hazards (overhanging and dead limbs, holes, etc.) The large sycamore trees on #3 and 5 have been removed.

General Appearance of Course: Excellent

Additional Comments: Temporary green is still in place on Hole #1. The bridge over the low water bridge between holes #10 and #11 is completed and operational at this time. It is easy to drive over and a definite improvement. The drop area on hole #2 has not been put in as of yet.

Appendix 2 - Financials and Rounds Reports

BELLA VISTA
PROPERTY OWNERS ASSOCIATION

From: Darryl Muldoon, Director of Golf Operations

To: Golf Committee

Date: March 13th, 2019

Subject: Golf Financials and Rounds Report

On the Revenue Report for February you will notice:

- Members Green Fee revenue is up $6,708.00 over 2018.
- Golf Cart daily revenue is up $7,676.00 over 2018.
- We are still seeing all renewal in annual plans trailing over last year, result of the 12 months from activation policy and I feel our Members are waiting to renew.
- Guest revenue is $ 5,716 up over 2018.
- Merchandise ended February $ 12,013 up over last year.

On the Rounds Report for February you will notice:

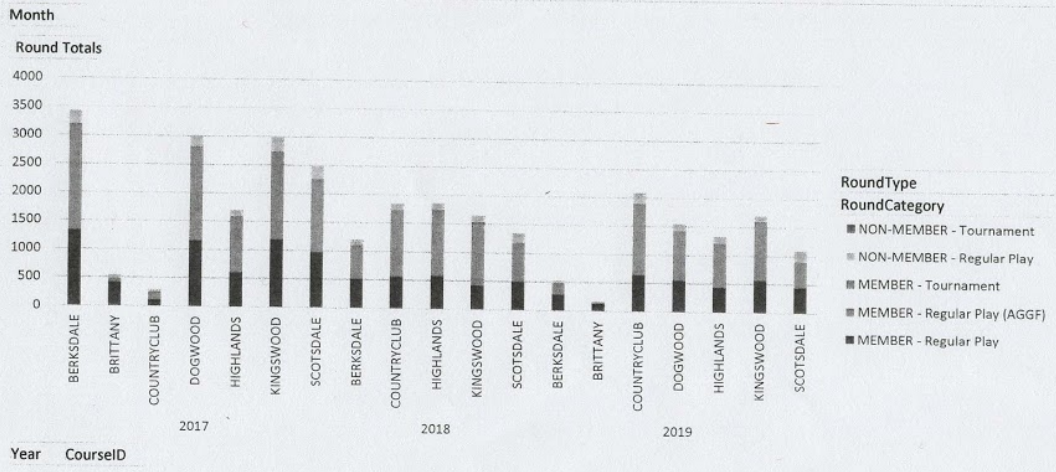
- February ended with 8,497 total rounds played.
- Total rounds up 562 year to date over 2018.
- The breakdown is as follows over 2018:
    - Members rounds up by 384.
    - Non-Member rounds up by 182.

GOLF FEES AND CART REVENUE ANALYSIS

For the Two Months Ending February 28, 2019

Description	2017	2018	2019
Member Greens Fees *	$98,785	$48,195	$54,903
Annual Greens Fee	$655,804	$625,693	$564,693
Total Members Green Fees	$754,588	$673,887	$619,597
Cart Rentals	$46,440	$20,295	$27,971
Private Cart Registrations	$123,205	$103,360	$82,606
Annual Seat Leases	$359,462	$309,242	$262,052
Total Cart Fees	$529,108	$432,897	$372,628
Guest Greens Fees **	$25,081	$11,341	$17,057
Merchandise Revenue	$32,866	$18,269	$30,282

Month (Multiple Items)

February 28th 2019

Round Totals	Year							
	MEMBER			MEMBER Total	NON-MEMBER		NON-MEMBER Total	Grand Total
Round Type	Regular Play	Regular Play (AGGF)	Tournament		Regular Play	Tournament		
2017	5798	7551		13349	1106		1106	14455
BERKSDALE	1329	1865		3194	236		236	3430
BRITTANY	416	73		489	60		60	549
COUNTRYCLUB	116	144		260	33		33	293
DOGWOOD	1165	1646		2811	198		198	3009
HIGHLANDS	602	990		1592	112		112	1704
KINGSWOOD	1195	1542		2737	245		245	2982
SCOTSDALE	975	1291		2266	222		222	2488
2018	2578	4685	59	7322	609	4	613	7935
BERKSDALE	514	599		1113	88		88	1201
COUNTRYCLUB	562	1175		1737	118		118	1855
HIGHLANDS	584	1169		1753	116		116	1869
KINGSWOOD	418	1059	59	1536	117	4	121	1657
SCOTSDALE	500	683		1183	170		170	1353
2019	3068	4638		7706	791		791	8497
BERKSDALE	286	200		486	41		41	527
BRITTANY	137	11		148	31		31	179
COUNTRYCLUB	642	1265		1907	190		190	2097
DOGWOOD	552	882		1434	115		115	1549
HIGHLANDS	436	786		1222	122		122	1344
KINGSWOOD	568	1042		1610	95		95	1705
SCOTSDALE	447	452		899	197		197	1096