GOLF JOINT ADVISORY COMMITTEE MEETING

WEDNESDAY, SEPTEMBER 11, 2019 AT COUNTRY CLUB BOARDROOM

In Attendance: Ruth Hatcher, Kim Carlson, Dean Collins, Mark Deihl, Gary Mertz, Mary Sinkus, Jason Loyd, Jerre Barron Jr., Darryl Muldoon, Mary Riorden, Phil Spencer, Keith Ihms, Tammie Loyd. Those absent were Tom Judson, Susan Nuttal and David Whelchel.

Call to Order – Jason Loyd

Committee Course Reports: See attached.

Special Recognition: Jake Grasmick was given a special award which will be placed at the BVCC course for all the hard work he has done for this golf course and for his work on the Golf Committee in the past. He has been weeding and cleaning up the golf course with very little help other than from the Maintenance staff. Thanks, Jake, for all the hard work.

Staff Reports:

Golf Operations: Darryl Muldoon discussed the proposed plan for the Berksdale Golf Course. The nine holes that were previously used will remain with the proposal to return to the cart barn by going back around by hole #3 and returning up the cart path to the back of hole #1 into the parking lot. There will be fencing placed to prevent golfers from entering the playing area on #3 and guiding the golfers back to the cart path between hole #1 and #2. The poles will be removed on the cart path and extra gravel will be placed in areas to allow for two carts to use the path up and down the hill. No private carts will be allowed on this cart in order to ensure that all carts will be electric and therefore, able to climb the hill back to the parking lot.

Maintenance: Keith Ihms discussed the damage to the courses at great length. Numerous trees were lost to the storm especially on Highlands and BVCC. The course with the least amount of damage was Dogwood. Storm debris is being placed at Tanyard Creek and the old parking lot on Hole #18 at the Highlands. There will be a contractor that will come to each site and use a large chipper to chop up the debris and haul it off site at a cost of $40 a load. Maintenance is still trying to figure out what will be done with the large tree stumps that remain on the courses. The total cost of the clean-up should be around $100,000 but this is just an estimate at this time. Keith encouraged everyone to thank the staff on each course for their hard work on getting these courses playable in such a short amount of time.

Brittany Sub Committee: The Brittany Tournament went well with 11 teams participating. The nine hole tournament was placed and the contestants were fed during the time that the 18 Hole Dogwood tournament was being played. All went well. Hopefully next year will be a larger group.

Comments from the Public: It was requested that an additional column be added to the spreadsheet showing the number of rounds by course. This additional column should list the number of days a course was closed due to weather or maintenance such as replacing the greens at Scotsdale. This would help track why rounds were down at a given course during the year.

No new business was discussed. Next JAC Regular Meeting will be held October 9 at 4:00 pm. Adjourned.

COURSE INSPECTION

Name of Course: BVCC Course Superintendent: Bruce Fleming

Name of Reviewer: Mary Riorden Greens Superintendent: Rob Dreesen

Date of Visit: 09-11-19

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. Bathrooms below pro shop in great shape and clean.

Golf Cart (cleanliness, sand in container, sharp pencil): Carts are clean and well stocked. The staging area is quite small for shot gun starts. I would suggest that parking spots be lined to allow better access of the area by the golfers during the shot gun starts.

Appearance of Flower Beds, and FOH, FOD, LAL added landscaping: Some of the flower beds need weeding but due to the large number of downed trees and hanging limbs, this will have to wait.

Cleanliness and General Repair of Bathrooms: No change in the outdoor bathrooms. There were no paper towels in either the women's or men's restroom on #6. The women's bathroom is a disgrace. The bathrooms can at least be swept on a daily basis and trash emptied.

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. Water is available on the course through the water fountains and water coolers. Ice is also available in the cart barn as well.

Noted Safety Hazards (overhanging and dead limbs, holes, etc.) Tree limbs and trunks are being cleaned up from the latest wind storm. Staff out removing debris. Signs are posted to play at own risk.

Additional Comments. Overall, the condition of the course is beautiful. The grass has filled in beautifully. The greens are putting beautifully. Many tree were lost in the wind storm and has changed the overall appearance of the course.

COURSE INSPECTION FOR Highlands, September 2019

Date of Visit: 09/10/19 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): Looks great.

Pro shop looks good, well stocked, and staff is inviting. Sales and rounds are doing good.

Bar Area- Great community bar. Bill has specials going, with a great Happy Hour crowd, and a good golf crowd.

General Appearance of Course: Greens have been fertilized. The greens and fairways are looking great! Superintendent Greg Jones and staff have done an incredible job with the greens dealing with record rainfall, now excessive heat, and the storm last week.

Noted Safety Hazards (overhanging and dead limbs, holes, etc.): Storm debris off the fairways, that the maintenance crew is still working on.

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) Spoke to Alex, golf rounds and sales are doing ok, considering course was closed down at the end of August due to the storm. Golf rounds for early September are doing great. High school matches and range use has seen an increase in activity.

Maintenance Opportunities (per course superintendent) limit up to 3: October 3rd greens will be aerated. Clean up of storm damage. Greg and crew have done an incredible job cleaning up after the massive storm at the end of August. Course was closed down for three days. They had to blow off and cut off the storm debris. Then individually rake and remove the embedded sticks, twigs, and limbs in the greens and fairways. (very time consuming). The front nine is mostly cleared, with the exception of hole six, that needs trees removed. The back nine especially from holes 13-17 still need additional clean up, this area received the most damage. Trees will be removed, holes will be filled, stumps will be ground down, and debris removed. At first count there were over 112 trees down, but once you remove one tree, they would discover more trees down underneath the first one. Clean up will continue thru fall and maybe winter.

Comments and Notes:

The Pub is doing great with bar sales. Bill has established the Pub as a good inviting place for the community, friends, and golfers to come together for a great time.

Course Inspection Report – ***TANYARD DRIVING RANGE***

Visit Date: Sep 8, 2019
Facility Supervisor/Pro: **Hillery Sence**
Reviewer: **Gary Mertz**

General Appearance of Club House (Snack Bar, Bulletin Boards, Displays, etc):

Very Clean and organized

General Appearance of Practice Range:

Well maintained; distance signs have been added

Noted Safety Hazards (trees, holes, etc):

None

Operational Opportunities (per Head Pro or Staff):

Golfers only parking signs for first row parking – ON HOLD Budget issue;

There are a lot of balls in the woods next to the range. Nets would be helpful, but until then, this area needs to be picked by hand. Would it be possible to solicit assistance from the golf groups to volunteer a morning to assist with the recovery of the balls?

Maintenance Opportunities (per Superintendent):

None

Comments and Notes:

Repairing divots – the procedure has changed; sand buckets are no longer at the hitting tee; ball picker is now responsible for filling divots. Why has this change been implemented at Tanyard when other ranges haven't done this?

If this procedure has been implemented, why not leave the sand at the hitting tee for golfers to fill their divots and the ball picker can fill in areas where the golfer has not.

Follow-up Items:

- **Parking sign**
- **Range ball retrieval in woods**

COURSE INSPECTION FOR DOGWOOD, July, 2019

Date of Visit:8/29/19 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): busy

General Appearance of Course: Great

-

Noted Safety Hazards (overhanging and dead limbs, holes, etc.): the crossing at Brittany #8 is dangerous. The cars just aren't looking. With more play on Brittany, this may need to be something that should be addresses.

Golf Cart (cleanliness, sand in container, sharp pencil):excellent
Operational Opportunities (per head pro or pro shop staff) limit to up to 3:

- Staffing is a constant challenge. All buy 1 Golf Ops employees are cross trained to work in the pro shop/snack bar and the cart barn. This helps provide exceptional service during unexpected busy times.
- The complex exceeded it's budget in all revenue categories in August.

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

- Scott was lending 2 people to Highlands after the storm. Course was still amazing
- Brittany is getting busier and we may plan an additional Part Time Seasonal employee next year.

Comments and Notes:

- New setup for gold tees and Par 3 configuration are complete. New scorecards are printed.
- Planning an entertainment night on October 12
- Friends of Dogwood and Brittany Tournament was held on September 2nd. Total of 172 golfers. All went well.

From: dean collins
To: Tammie Loyd; Susan Nuttall
Subject: Scotsdale Course Report
Date: Tuesday, September 10, 2019 5:23:20 PM

Course Inspection

Name of Course: Scotsdale

Name of Reviewer: Dean Collins

Date of Visit: September 10, 2019

Head Golf Pro: Alex Stanford. Course Super: Kyle Soller

General Appearance of Clib House:
The club house appearance is outstanding. The staff is well trained and very welcoming to the public and golfing community.

Safety Hazards:
The staff has been dealing with the storm damage of over 2 weeks ago. Scotsdale only lost about 14 trees and cleanup is approximately 75 percent complete.

Golf carts;
As previously stated, the staging of lease golf carts is excellent. Private golf cart parking is presently being affected due to storm debris cleanup.

General Appearance of Course:
Storm cleanup has gone nicely and the golf course remains in excellent condition.

Operational aopportunities:
Club house sales and rounds continue to exceed budget prediction. September got off to a good start with 45% of the budget being met in the first 9 days. The Lads & Lassie's will be having a tournament the latter part of the month.

Maintenance Oppotunities:

The recent storm of two weeks past has created an abundance of maintenance opportunities for Kyle and his staff, but not nearly as bad as some of the other BV courses. They have been rolling the greens more often and will start applying pre-emergence this month. The golf course continues to be in excellent playing condition.

Comments and notes:

Sent from Yahoo Mail for iPad

BELLA VISTA
PROPERTY OWNERS ASSOCIATION

From: Darryl Muldoon, Director of Golf Operations

To: Golf Committee

Date: September 11th, 2019

Subject: Golf Financials and Rounds Report

On the Revenue Report for August you will notice:

- Members Green Fee year to date Revenue trails 2018 by $91,549.00.
- Golf Cart Revenue is down $21,152.00 over 2018 year to date.
- Guest revenue up by $ 4,912 over 2018 year to date.
- Merchandise Revenue is up $ 24,864.00 over 2018 year to date.

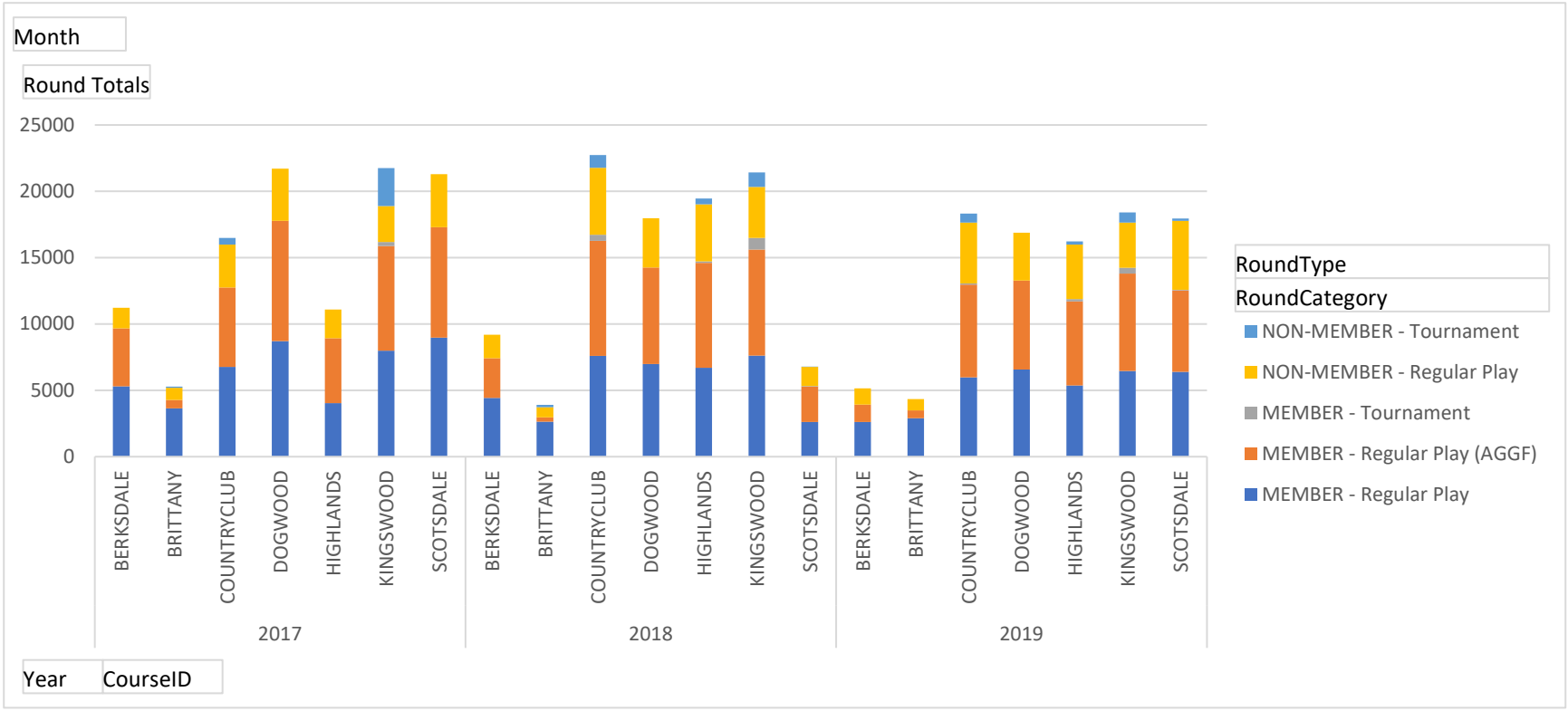
On the Rounds Report for August you will notice:

- Total rounds are down by 4,181 year to date compared to 2018.
- The breakdown is as follows over 2018:
    - Members rounds down by 5,466 year to date.
    - Non-Member rounds up by 1,285 year to date.

September - YTD

Month	(Multiple Items)

Round Totals	Year							
	MEMBER			Total	NON-MEMBER		Total	Grand Total
Round Type	Regular Play	Regular Play (AGGF)	Tournament		Regular Play	Tournament		
2017	**45444**	**41135**	**316**	**86895**	**18494**	**3452**	**21946**	**108841**
BERKSDALE	5297	4371		9668	1557		1557	11225
BRITTANY	3645	634		4279	926	72	998	5277
COUNTRYCLUB	6777	5967		12744	3240	512	3752	16496
DOGWOOD	8721	9066		17787	3911		3911	21698
HIGHLANDS	4032	4907		8939	2145		2145	11084
KINGSWOOD	7988	7887	316	16191	2703	2868	5571	21762
SCOTSDALE	8984	8303		17287	4012		4012	21299
2018	**38581**	**37828**	**1504**	**77913**	**20847**	**2724**	**23571**	**101484**
BERKSDALE	4425	2990		7415	1769		1769	9184
BRITTANY	2640	328		2968	752	188	940	3908
COUNTRYCLUB	7607	8659	464	16730	5039	969	6008	22738
DOGWOOD	6996	7270		14266	3714		3714	17980
HIGHLANDS	6692	7914	112	14718	4295	435	4730	19448
KINGSWOOD	7613	7992	882	16487	3848	1097	4945	21432
SCOTSDALE	2608	2675	46	5329	1430	35	1465	6794
2019	**36298**	**35400**	**749**	**72447**	**22989**	**1867**	**24856**	**97303**
BERKSDALE	2613	1317		3930	1226		1226	5156
BRITTANY	2893	600		3493	859		859	4352
COUNTRYCLUB	5985	6979	100	13064	4577	685	5262	18326
DOGWOOD	6573	6705		13278	3600		3600	16878
HIGHLANDS	5372	6337	175	11884	4096	251	4347	16231
KINGSWOOD	6465	7325	440	14230	3421	758	4179	18409
SCOTSDALE	6397	6137	34	12568	5210	173	5383	17951


Month
Round Totals
25000
20000
15000
10000
5000
0
BERKSDALE
BRITTANY
COUNTRYCLUB
DOGWOOD
HIGHLANDS
KINGSWOOD
SCOTSDALE
2017
2018
2019
RoundType
RoundCategory
NON-MEMBER - Tournament
NON-MEMBER - Regular Play
MEMBER - Tournament
MEMBER - Regular Play (AGGF)
MEMBER - Regular Play
Year
CourseID

GOLF FEES AND CART REVENUE ANALYSIS

For the Eight Months Ending August 31, 2019

Description	2017	2018	2019
Member Greens Fees *	$744,389	$655,815	$599,081
Annual Greens Fee	$804,147	$830,739	$795,924
Total Members Green Fees	$1,548,536	$1,486,554	$1,395,005
Cart Rentals	$521,384	$553,172	$559,892
Private Cart Registrations	$145,956	$134,129	$120,806
Annual Seat Leases	$432,108	$414,822	$392,273
Total Cart Fees	$1,099,449	$1,102,123	$1,072,971
Guest Greens Fees **	$475,983	$456,401	$461,313
Merchandise Revenue	$348,904	$340,871	$365,735

* Member Greens Fees Breakdown			
Scotsdale (026)	$156,424	$46,853	$108,428
Metfield (028)	$174,200	$142,129	$136,609
Kingsdale (Berksdale and Kingswood Combined) (029)	$227,926	$210,047	$155,266
Country Club (030)	$116,543	$136,582	$105,633
Highlands (031)	$69,296	$120,204	$93,145
Total Member Greens Fees	$744,389	$655,815	$599,081

** Guest Greens Fees Breakdown			
General (025)	$0	$0	$2,304
Scotsdale (026)	$92,160	$30,508	$97,285
Metfield (028)	$102,859	$85,239	$75,563

GOLF FEES AND CART REVENUE ANALYSIS

For the Eight Months Ending August 31, 2019

Description	2017	2018	2019
Kingsdale (Berksdale and Kingswood Combined) (029)	$138,616	$126,226	$96,477
Country Club (030)	$87,197	$116,481	$109,962
Highlands (031)	$55,152	$97,946	$79,721
Total Guest Greens Fees	$475,983	$456,401	$461,313

BELLA VISTA
PROPERTY OWNERS ASSOCIATION

From: Darryl Muldoon, Director of Golf Operations

To: Golf Committee

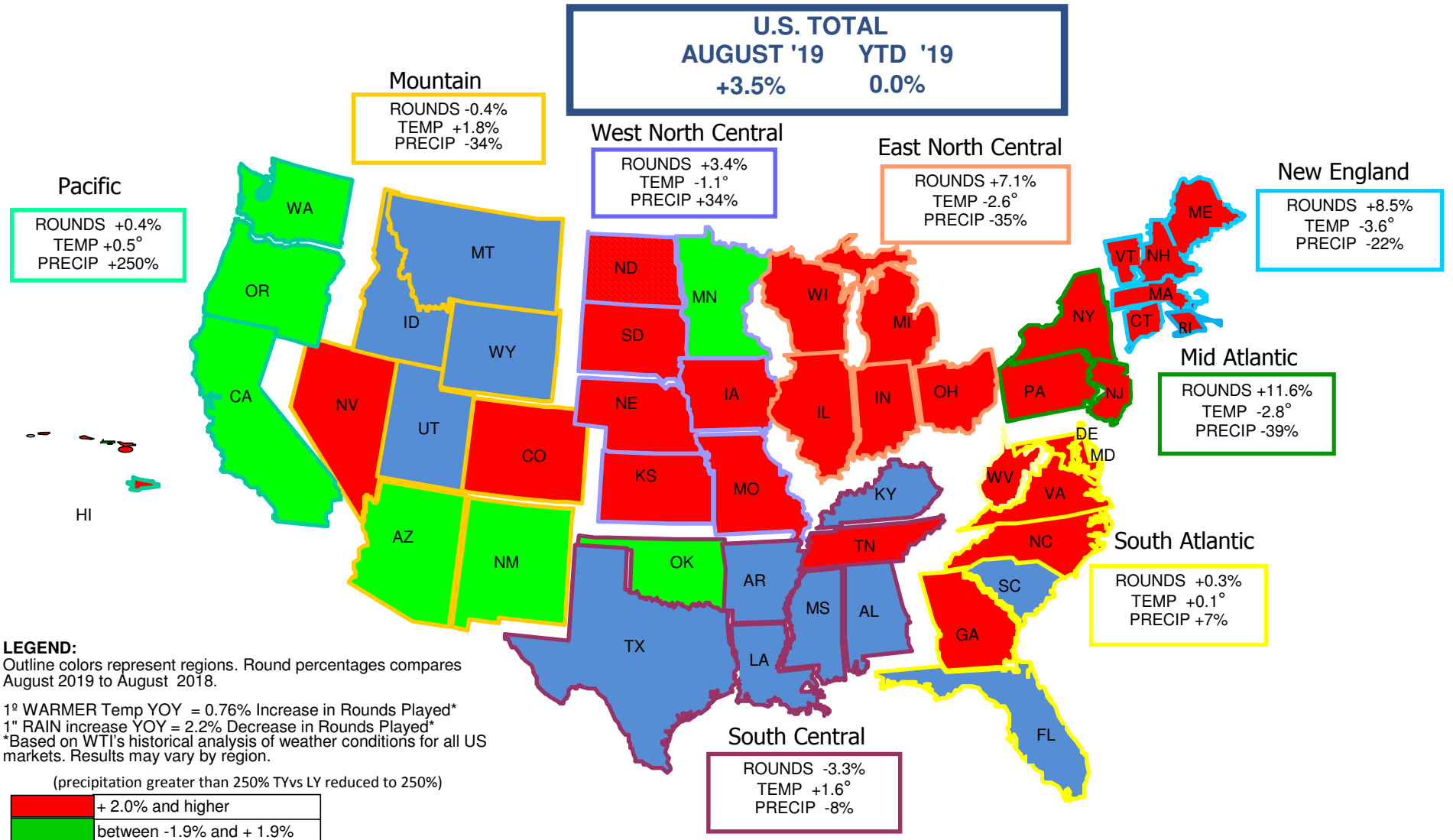
Date: September 11th, 2019

Subject: Berksdale Report

The main issue in keeping 9-holes the same on Berksdale is getting Players back to the Club House safely. Recommendations are as follows:

- From #9 green – follow the creek back to the bottom of the hill on #2.
  - 6' fence from #3 green to the 200yard marker.
  - Widen the #3 cart path for two-way traffic and fence.
  - 6' fence right side of the fairway on #1
  - Return cart path behind #1 green, mulch or stone.
- Hole #2 hill:
  - Remove the poles on the left side, making it wider.
  - Widen the path and clean up the rock side on the right.
  - Add center road divider bumps.
- Signs:
  - Indicating two-way traffic areas.
  - Safety signs on the #2 hill.
- Only POA golf carts allowed on Berksdale due to the following:
  - Gas carts are lighter and will spin out going up the #2 hill.
  - Older private carts don't have the RPM and governor that POA carts have.
- All tee times must be moved one and a half hours after Kingwood start time:
  - Allows the maintenance crew to get #1 ready for play.
- Next step to do if the Board agrees upon our proposal:
  - Get 3 estimates on the fencing.
  - Get estimates on path work, signage, and timeline for completion.
  - Board approval for the expenditure of funds

National Golf Rounds Played Report



LEGEND:
Outline colors represent regions. Round percentages compares August 2019 to August 2018.

1º WARMER Temp YOY = 0.76% Increase in Rounds Played*
1" RAIN increase YOY = 2.2% Decrease in Rounds Played*
*Based on WTI's historical analysis of weather conditions for all US markets. Results may vary by region.

(precipitation greater than 250% TYvs LY reduced to 250%)

	+ 2.0% and higher
	between -1.9% and + 1.9%
	- 2.0% and lower

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NGF
NATIONAL GOLF FOUNDATION

National Golf Rounds Played Report

AUGUST 2019

	AUG	YTD
UNITED STATES	**3.5%**	**0.0%**
PUBLIC ACCESS	**2.9%**	**-0.2%**
PRIVATE	**6.2%**	**1.1%**

	AUG	YTD
PACIFIC	**0.4%**	**-2.7%**
CA	**-0.8%**	**-4.8%**
Los Angeles	2.6%	-2.8%
Orange County	-1.8%	-7.1%
Palm Springs	3.7%	2.2%
Sacramento	-1.9%	-7.0%
San Diego	1.2%	-2.1%
San Francisco/Oakland	1.1%	-6.4%
HI	**21.9%**	**1.9%**
OR	**1.0%**	**1.2%**
Portland	-1.0%	2.3%
WA	**1.0%**	**2.2%**
Seattle	1.1%	4.4%
MOUNTAIN	**-0.4%**	**-1.5%**
AZ	**1.8%**	**1.1%**
Phoenix	2.2%	1.4%
CO	**2.3%**	**-2.2%**
Denver	3.3%	-3.0%
ID, WY, MT, UT	**-3.1%**	**-2.7%**
NM	**-1.4%**	**-4.2%**
NV	**4.2%**	**-1.6%**
Las Vegas	6.2%	-4.9%
WEST NORTH CENTRAL	**3.4%**	**0.8%**
KS, NE	**2.8%**	**-0.3%**
ND,SD	**6.4%**	**7.3%**
MN	**1.6%**	**1.6%**
Minneapolis/St.Paul	4.8%	4.7%
IA, MO	**4.4%**	**-0.5%**
St Louis	-0.3%	-2.0%
Kansas City	-5.7%	-3.4%
EAST NORTH CENTRAL	**7.1%**	**1.6%**
IL	**5.6%**	**-0.6%**
Chicago	2.8%	-1.4%
IN	**12.7%**	**5.0%**
MI	**7.5%**	**1.4%**
Detroit	6.6%	1.9%
OH	**5.2%**	**3.2%**
Cincinnati	6.2%	-1.1%
Cleveland	1.7%	0.9%
WI	**7.7%**	**-0.6%**
SOUTH CENTRAL	**-3.3%**	**-4.7%**
AL	**-4.7%**	**-5.4%**
AR, LA, MS	**-6.4%**	**-9.6%**
KY	**-3.1%**	**-5.5%**
OK	**-1.1%**	**-6.6%**
TN	**4.2%**	**3.6%**
TX	**-4.9%**	**-4.2%**
Dallas/Ft. Worth	-2.1%	-3.6%
Houston	-7.3%	-4.2%
San Antonio	-2.0%	1.5%
SOUTH ATLANTIC	**0.3%**	**2.3%**
DE, DC, MD	**6.9%**	**10.7%**
Washington/Baltimore	7.2%	13.1%
FL	**-8.9%**	**0.8%**
Jacksonville	-6.4%	2.1%
Orlando	-4.4%	4.1%
Tampa	-11.4%	-1.1%
Palm Beach	-14.1%	2.4%
Naples/Ft Myers	-5.7%	0.5%
Miami/Ft.Lauderdale	-3.6%	2.1%
GA	**3.7%**	**1.8%**
Atlanta	1.6%	2.2%
NC	**4.3%**	**-0.1%**
Greensboro/Raleigh	5.6%	3.9%
SC	**-4.2%**	**-0.5%**
Charleston	-6.4%	1.8%
Hilton Head	-5.9%	1.6%
Myrtle Beach	3.3%	0.8%
VA, WV	**9.2%**	**10.4%**
MID ATLANTIC	**11.6%**	**3.3%**
NJ	**18.1%**	**10.4%**
NY	**10.2%**	**-0.2%**
New York City	19.7%	6.4%
PA	**10.2%**	**3.9%**
Philadelphia	7.7%	5.8%
Pittsburgh	6.0%	6.2%
NEW ENGLAND	**8.5%**	**1.0%**
CT	**8.4%**	**5.4%**
MA, RI	**9.8%**	**-0.4%**
Boston	6.9%	-1.8%
ME, NH, VT	**6.5%**	**0.7%**

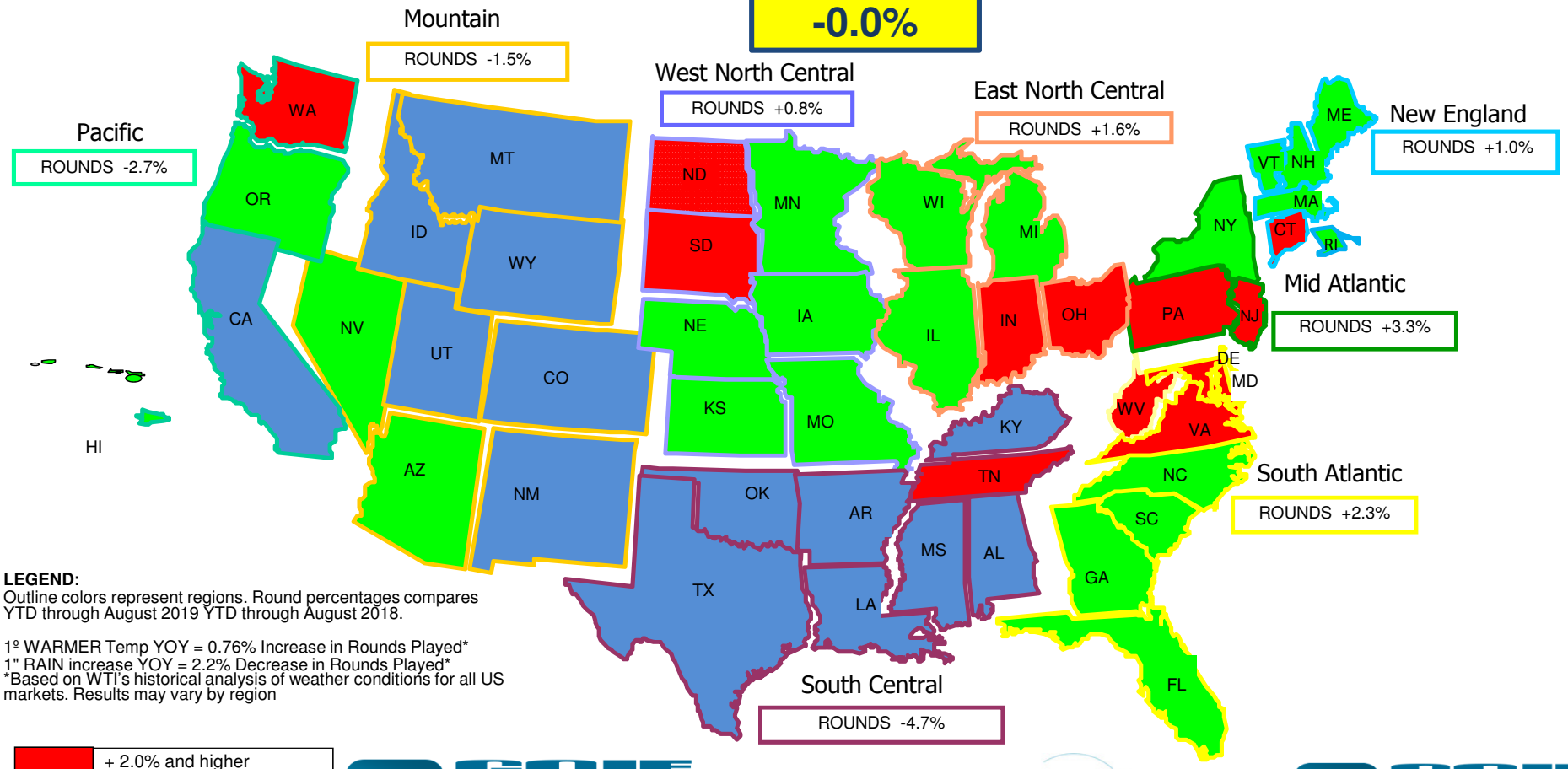
The percentages represent the differences in number of rounds played comparing August 2019 to August 2018

For more information contact Golf Datatech, golfroundsplayed@golfdatatech.com or call 407-944-4116

National Golf Rounds Played Report

US YEAR-TO-DATE RESULTS 2019

-0.0%



LEGEND:
Outline colors represent regions. Round percentages compares YTD through August 2019 YTD through August 2018.

1º WARMER Temp YOY = 0.76% Increase in Rounds Played*
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+ 2.0% and higher
between -1.9% and + 1.9%
- 2.0% and lower

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NGF
NATIONAL GOLF FOUNDATION