

FINAL

Golf Joint Advisory Committee Meeting Notes **Wednesday, April 15th, 4:30 pm via Zoom (online group meeting)**

Attendees: Dean Collins, Mark Deihl, Jason Loyd, Jerre Barron Jr., Darryl Muldoon, Susan Nuttall, Phil Spencer, Gary Mertz, David Whelchel, Tom Judson, Keith Ihms, Alex Sanford, Tammie Loyd, Ruth Hatcher, Mary Sinkus, David Brandenburg

Absent: Mary Riorden

Votes & Important Topics:

- **Vote:** Have distance markers only on the side of the course opposite the cart path for all courses. (Remove the cart side distance markers)
- The next meeting will be May 13th at 4:30 pm. Location TBD

Meeting Notes

The meeting was conducted on line and was broadcast on Facebook.
Jason Loyd called the meeting to order at 4:30 pm

Course Reports (see Meeting Packet)

Staff Reports:

- **Maintenance – Keith**
 - Berksdale
 - We are using the minimal maintenance plan for Berksdale. We are trying to have the fairway and rough the same length. Tees & collars will be mowed more frequently than the fairways.
 - We are in the final stages of Audubon Certification for Berksdale. The final step is a site visit and then we will be certified.
 - Covid-19 Impact
 - Maintaining 6 ft. distance when inside facilities. Social distancing is not a problem on the course.
 - Running a schedule with 6 FT at each facility with no seasonal assistance. This means there are typically 4 people on staff each day except for special projects.
 - Raking of bunkers will be done on an unscheduled basis.
 - Recent Frost - no damage to any courses or greens. Growth on Bermuda grass has slowed a little.
 - Projects
 - Berksdale Bridge Removal - We are advertising for contractors. Plan to be complete by end of May
 - Scotsdale stabilization - Recommendation is almost complete, then advertising for contractors. Plan to be complete by the end of June.
 - Bike trail construction #4 Kingswood
 - The bridge sections have been moved to the work area. The road will be removed and replaced with a cart path. Completion is targeted for the end of May.
- **Golf Operations - Darryl Muldoon**
 - Rounds & Revenue - refer to the meeting packet
 - Rounds are up for the year
 - Annual memberships are rebounding slowly.

- APT
 - Our date in mid June is confirmed. Moving the date would have created numerous schedule conflicts.
 - The APT is monitoring the COVID situation and will make a decision 30 days out (mid-May).
 - Volunteers, housing, events, etc. will be reviewed once we know if the tournament will proceed.
- Golf Fest
 - Per the vendors, there will be no multi-vendor demo days
 - Calloway will come on June 6th.
 - Custom fittings are available.
- Tournaments -Alex:
 - So far, only Lads and Lassie date was canceled.
 - We will make decisions depending on the progress of COVID guidelines.
 - Sign ups are currently underway for the 2 man summer series
- **General Management - Tom Judson**
 - We sold out in our Easter promotion for Lakepoint & BV's - sole 250 meals
 - We appreciate the cooperation of all the golfers.
 - It is hard to say how much COVID is having on our revenue. We have sold 1000 Activity cards than last year.
- **Board Liaisons** - none
- **Comments from the Public** - none
- **Old Business**
 - The test on the distance markers was conducted at Highlands. There were minimal comments from the golfers. We discussed expanding to other courses.
 - A motion was made, seconded and approved
 - "Have distance markers only on the side of the course opposite the cart path."*

Gary Mertz made the motion, Dean Collins seconded, passed unanimously
Keith will have the Maintenance staff remove the cart side markers. The post holes will remain for the rest of the year.
- **New Business** - none
 - Gary Mertz asked if there was a plan to rate the Yellow Tees on Highlands? Darryl indicated the Arkansas rating team had disbanded so it is not on the schedule for this year.
- **Announcements**
 - Golf JAC Regular Meeting – May 13th at 4:30pm Location TBD

The meeting was adjourned at 5:30 pm – Jason Loyd



From: Darryl Muldoon PGA, Director of Golf Operations

To: Golf Committee

Date: April 15, 2020

Subject: Golf Financials and Rounds Report

The Revenue Report for March YTD is:

- Members Green Fees ended at \$673,926.
- Golf Cart Revenue ended at \$405,778.
- Guest Green Fees ended at \$62,315.
- Merchandise Revenue ended at \$54,056.

You will notice that all Member revenue amounts are lower due to the lower Member fees and the Guest revenue is up.

The Rounds Report for March YTD:

- Total rounds ended at 18,631.
 - Up by 1,877 over last year.
- The breakdown is as follows:
 - Members rounds 15,552.
 - Non-Member rounds 3,079.

All course closings and timelines for 2020 are included on the spreadsheet.

GOLF FEES AND CART REVENUE ANALYSIS

For the Three Months Ending March 31, 2020

Description	2018	2019	2020
Member Greens Fees *	\$116,506	\$103,258	\$103,054
Annual Greens Fee	\$706,781	\$659,194	\$570,872
Total Members Green Fees	\$823,287	\$762,452	\$673,926
Cart Rentals	\$68,225	\$65,477	\$65,109
Private Cart Registrations	\$118,951	\$101,657	\$72,853
Annual Seat Leases	\$359,412	\$328,123	\$267,815
Total Cart Fees	\$546,588	\$495,258	\$405,778
Guest Greens Fees **	\$47,678	\$47,639	\$62,315
Merchandise Revenue	\$51,451	\$64,333	\$54,056

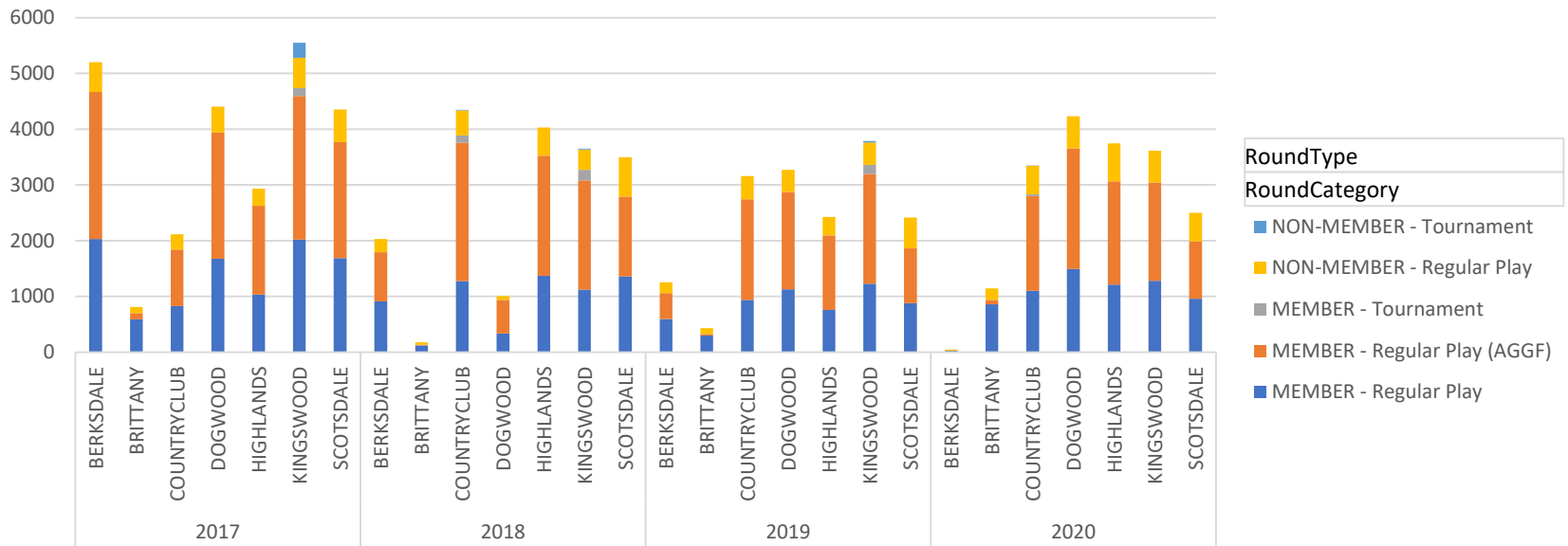
YTD March

Round Totals	Year							
	MEMBER				Total	NON-MEMBER		Total
Round Type	Regular Play	Regular Play (AGGF)	Tournament		Regular Play	Tournament		
2017	9870	12276	146	22292	2817	268	3085	25377
BERKSDALE	2029	2639		4668	537		537	5205
BRITTANY	591	111		702	110		110	812
COUNTRYCLUB	829	1011		1840	274		274	2114
DOGWOOD	1680	2264		3944	464		464	4408
HIGHLANDS	1034	1596		2630	305		305	2935
KINGSWOOD	2018	2577	146	4741	543	268	811	5552
SCOTSDALE	1689	2078		3767	584		584	4351
2018	6502	9517	323	16342	2374	28	2402	18744
BERKSDALE	913	879		1792	241		241	2033
BRITTANY	120	17		137	40		40	177
COUNTRYCLUB	1277	2480	132	3889	446	12	458	4347
DOGWOOD	335	604		939	68		68	1007
HIGHLANDS	1373	2151		3524	507		507	4031
KINGSWOOD	1123	1957	191	3271	364	16	380	3651
SCOTSDALE	1361	1429		2790	708		708	3498
2019	5833	8331	164	14328	2398	28	2426	16754
BERKSDALE	595	466		1061	193		193	1254
BRITTANY	302	27		329	105		105	434
COUNTRYCLUB	940	1804		2744	419		419	3163
DOGWOOD	1128	1748		2876	393		393	3269
HIGHLANDS	758	1335		2093	334		334	2427
KINGSWOOD	1227	1972	164	3363	399	28	427	3790
SCOTSDALE	883	979		1862	555		555	2417
2020	6935	8588	29	15552	3074	5	3079	18631
BERKSDALE	0			0	0		0	0
BRITTANY	859	82		941	203		203	1144
COUNTRYCLUB	1100	1704	29	2833	510	5	515	3348
DOGWOOD	1493	2162		3655	575		575	4230
HIGHLANDS	1215	1851		3066	678		678	3744
KINGSWOOD	1306	1764		3070	592		592	3662
SCOTSDALE	962	1025		1987	516		516	2503

FEB 2020 Course Closure Info				FEB Totals	YTD Total
Dogwood:	Weather	1	Drill and Fill	5	YTD Total 25
Brittany:	Weather	3		3	YTD Total 35
Highlands:	Weather	2		2	YTD Total 21
BVCC:	Weather	3		3	YTD Total 8
Kingswood:	Weather	1	Drill and Fill	5	YTD Total 25
Scotsdale:	Weather	4		4	YTD Total 50
Berkshire:	Closed June 27, 2019 due to bridge damage			Total Days Closed: 245	

YTD March

Round Totals



Year

CourseID