

Golf Advisory Committee

November 27th, 2018

Present: Larry Davies Chair, F. Biancaniello, J. Lynch, O. Novy, F. Daly

Staff: John Malinowski, Director of Golf and John Bailey, GM

Minutes from October 2018 meeting were approved

Public Comments:

Frank Biancaniello brought up the issue of the OPGC Members Council having a position within the golf community that should not be recognized by the OP BOD. The issue was discussed and all committee members agree that the committee will address this in the annual report to the BOD and request that the OPGC Members Council have a representative seat on the OPGAC along with the men's and women's member groups.

Director of Golf Report:

JM advised that Andre would not be in attendance and that he should be back to work in 2-3 weeks. John advised the following:

- The weather was continuing to be uncooperative with many days of rain and or cold effecting rounds played in September and October.
- Andre's assistant has been hired and is on the staff. He comes with a golf course maintenance background and has worked in the immediate area.
- A tee time utilization report was provided to the committee for review.
- Course seeding in ruff areas has taken place and will again in the spring, along with a growth retardant applied. There will also be re-sodding on several the green collars.
- Golf carts will all be repaired by Yamaha this week for the defective windshields. Winter maintenance will start next week by Yamaha.
- Off season maintenance activities will take place including some tree removal on holes 8.
- There was a discussion regarding membership(s) planning for the upcoming year. Olga mentioned the River Run 10 round promotion that sells for a slight discounted rate. Should OPGC consider something similar? JM brought up the Limited Membership program and asked if it should be continued. This discussion ended with the understanding that the committee needs to wait to see what the management team presents for membership programs, the upcoming budget numbers and what marketing initiatives that will be presented.

New Issues: Discussion 1: OPGC Budget

The issue(s) related to the current year's OPGC budget being reduced by \$40K (re: BOD Proposed Changes Budget 2018-19) along with other cost cutting measures that generated a \$316,596 decrease in total operation expense or \$37 per HOA member that was applied with the \$30 HOA assessment increase to the approximate \$600K to pay down the losses from the Brett Hill disaster. This coupled with a recent proposal from the BOD to

the GM and department heads to reduce the upcoming fiscal years operating cost another 2.5% raises concern for the OPGC in that the OPGAC has highlighted the need for immediate increase spending to correct the past five (5) plus years of operation decreases (-4.3% annual average decrease over the past four years). Board Liaison Daly spoke at length about the intent of the recent BOD directive to the GM as well as to the current state of both the golf course and degraded condition of the club house and at the need to operate to Resolution M-02. Mr. Daly acknowledges that M-02 does not mandate profitability: but in his opinion mandates “amenities should be managed to cover, at a minimum, operating costs through fees and operating revenues.” Olga reminded Mr. Daly that M-02, Section 6 – FUNDING OF AMENITIES – paragraph b. states that “ Fee based amenities are funded, insofar as possible, by revenues generated by charging fees for the use of that amenity. Operating costs not covered by fees, shall be covered by using a portion of the annual assessment.” Mr. Daly advised the committee that he supports the need to finance the initiative to immediately correct the golf course conditions as well as the upcoming proposal to repair the clubhouse in the hope of improving the golfing experience at the OPGC and achieve improved operating financial results.

Discussion 2: 2019-20 preliminary Budget Draft

JB addressed that the budget should be ready for presentation to the committee in December along with membership pricing and marketing plans.

Discussion 3: OPGC Marketing Charge on the OPGC P&L

The issue as weather this line item in the OPGC P&L is charged fairly since all other departments marketing expensed are not included in their respective department P&L’s. JB addressed this as well as JM. JM advised that this line item was moved to the OPGC P&L when Casper Golf took over management of the course and stayed there through the LU tenure. It seems that it simply hadn’t been addressed since that time by the B&F committee. The OPGAC suggests that this charge be uniformly applied to all fee based amenities ASAP.

Discussion 4: Mold in the back storage room in the pro shop

JM advised that the mold has been remediated and that the carpet in that area removed. The issue of the source of the moisture causing the mold was discussed but there doesn’t seem to be an answer to this questions other than they are searching.

Discussion 5: Use of the 19th hole when we have extreme damage to any of our greens

The question to JM was why not shut a badly distressed green down and utilize the 19th hole to allow the distressed green to heal. This hole was used in the past when major repairs were being made to the course and seemed to work fine at the time. Should this be part of our maintenance plan?

Discussion 6: Trend Data provided by LD

The data presented highlights the consistent decrease in membership, 23% over the past five years, along with the increase in non-member outside play which represents an increase of 25% over the past five years. There is a general consensus that future revenues will in a large part be dependent on increasing outside play if membership numbers continue to decline. This data also support the need to review and possibly expand or

marketing dollars to target more outside play. We can also add that the OPGC playing condition must be improved and maintained otherwise all categories of rounds played could possibly decrease.

Discussion 7: Update on outside bathroom RFQ's

JB and JM advised that they are waiting on some bids to finalize the material/contractor selection. The outside bathrooms are targeted for completion by the time spring play begins.

Respectfully Submitted

Olga Novy

Member OPGAC

DRAFT