

Minutes for WW Golf Course Sub-Advisory Committee Meeting

June 7, 2010, 6 PM

CALL TO ORDER

The meeting was called to order by Mark Ulrich. Committee members present were, Scott Picanso, Don Bain, and Bill Schubert. Staff members present were Regina Espinoza, Manager, CSA and Special Districts, Steve Argo, KemperSports, Randy Thomas, Golf course GM

PUBLIC COMMENT

There was a request that minutes be posted more promptly. The committee and staff agreed that the minutes would be posted after approval.

OLD BUSINESS

1. Golf Course Update: Randy mentioned again that there would be no aerification of the greens because of the previous weather and the future tournament schedule. He said that the decision had been made to wait until the fall to do the aerification. He said that the greens appeared to be in good shape. All weed treatments and herbicide applications had been completed.
2. Randy noted that the algae growth was gone in most of the areas noted at the previous meeting due to a concentrated maintenance effort.
3. He mentioned the sand traps had been cleaned and that the work on the bunkers continued.
4. Randy discussed the carts that had been inherited from Brandenburg are over in the number of operating hours and the batteries are failing. He mentioned that these carts will be taken out of the loop for a period to replenish the batter life. He said that there would have to be a review of the lease agreement at the end of this year to obtain new carts in the future. There was one question from a resident as to what the policy on cart rentals was (number of players per cart rental). Randy said that policy is that 4 players per 2 carts. 2 players for 1 cart. Resident also asked the question as to whose property is between 4 and 5, because it was "ugly and weedy". Bill Schubert added that it was his understanding that the area was a part of the Golf Course responsibility to maintain the area. Randy added that he would ask the Superintendent to look at this area and maintain it.
5. There was mention of a junior camp that had begun and Gary was teaching the camp. There was a comment made that any lesson revenue that is captured by the course is reimbursed to the PGA pro as a portion of the KemperSports compensation package. The question arose whether this was typical compensation and the Kemper answer was that it was. In order to compensate PGA professionals for the lower wage earned, there is compensation for lessons taught.
6. Randy talked about the membership/annual fee based. He said that the annual pass for single households did not pencil out. The pass was orginally priced at \$1000 per individual, however after discussions with the County, Kemper and within the group it was decided that there would be a family pass available only to the residents of Wild Wings for the first year. After this year it would be evaluated as to whether or not there should be additional annual passes to be sold in the following years. There would be incentives as listed in the membership information for anyone who signs up and pays before June 30, 2010. The rate would be the lowest up until that date and then go up after that date. There is an option for paying up front or in a payment plan. Randy said that he would send

out an informational piece to the residents in order to get the word out that a family membership was still being offered. This information would be sent to the residents and would go to the newsletter representatives.

7. Randy discussed that so far the food and beverage for may looked to have grossed around \$11k in the month of May. He noted that the Restaurant had held several successful events including the United Way tournament and some private parties. He mentioned that several of last years tournament hosts were renewing contracts with the course with food and beverage for the upcoming year. It was noted that the food and beverage would be open everyday from 10-7pm. The Restaurant and Golf Course would be included in the Consumer's Guide.
8. Randy noted that the NCGA has scheduled a rating visit in August. There will be a set of front tees put out prior . Ratings would be established for that set of tees.
9. Randy discussed that the hitting net range that was discussed previously had not completely bid. He would follow up with the materials providers and confirm costs for the hitting range. Espinoza added that the auditor did not see the hitting range as a capital improvement expense and could be done so long as there was money in Kemper's operating budget.
10. There was a discussion regarding paying a minimal fee for the original Architect of the Course to come out and to look at the Course and review the landscape for possible tree planting areas. This issue has been discussed previously and all were in favor of planting more trees so long as the funds were available. It was added that perhaps there could be an Adopt-a-Tree Program where trees could be donated or paid for by residents and planted in the areas that were recommended by the Architect. The committee agreed that the Architect should be contacted and a quote for his visit be obtained.
11. Golf course Committee asked whether or not the lake levels could be increased. Randy mentioned that he would talk to Yitzhak/Cal Am so that the Plant could begin to increase the distribution of water to the lagoons.
12. The projected KemperSports budget was handed out again. Randy mentioned that he and Steve went over the numbers and tried to find areas to make cuts from the last revision of the budget. The question was asked by a resident as to how long the golf course loss would be tolerated. The chairman added that the budget for the previous year was a base year, an estimate of Brandenburg notes, most importantly the number of rounds that Brandenburg noted were only 9 hole rounds. When Brandenburg and KemperSports rounds are compared based on 9 hole rounds as a benchmark, the numbers are comparable from last year to this one. A resident questioned why Brandenburg did 50% better than KemperSports. Both Randy and the Golf Course committee members mentioned that they did not believe that was the case. The points were also made as in previous meetings that the economy and weather were two very important factors that had to be considered when looking at the losses for the 2009-10 year. Steve Argo said that this budget provided for 2010-11 was realistic based on previous years revenues and expenditures. Again residents questioned how Kemper was going to stop losing money. Steve mentioned that the Course is doing better incrementally. Growing the golf business is like opening a brand new start up. The Committee agreed to continue to look at the financials each month throughout the next year.

NEXT MEETING SCHEDULED

Due to the 4th of July schedule the meeting would be held Tuesday July 6th.

The meeting was adjourned at 7:30 pm.