

IRONHORSE

Golf Club



GOLF COURSE COMMITTEE MINUTES

Meeting minutes from October 28, 1999

5:30 p.m.

Board Members in attendance were Dick Fuller (chairman), Jim Dickson, Mike O'Connell, Dave Fearis, Charles Lewis, and John Campbell. EAGL staff member Keith Hanley was in attendance. Parks and Recreation staff included Chris Claxton, Jennifer Molton, and Pete Spratlin, and Matt Roberts of IRONHORSE. The meeting was called to order at 6:00 p.m.

A motion was suggested by Dick Fuller to approve the minutes from the September 30, 1999 meeting. The motion was first made by Jim Dickson and seconded by Charles Lewis.

II. COURSE UPDATE

Pete reported that the warm weather was very advantageous. Although grass on the greens isn't spreading much, they are having good results with seeding. He and Sam have been repairing drains that are damaged on the golf course. These drains had been crushed during construction, and they were silted over. In order to repair the drain on #16 they had to go through the bedrock. 3 & 4 also have crushed drains. Pete is also conferring with Brett Haugland at Continental about it.

Regarding the power surge problem previously reported, Pete said that according to Lou Rasmussen, IRONHORSE will receive a new and larger transformer from KCPL. The problem is getting access to the pump house -- the County will provide permission, but we will have to bulldoze a path. John Campbell asked about the status of the easement. It was reported that all the paper work is done and this issue is in the hands of the County at present.

Pete has been talking with a company called Flowtronics that designs pump systems. Flowtronics told Pete that there may be other reasons for the power fluctuations. The recordings from KCPL point to a serious problem. They asked if there was a quarry in the vicinity of the golf course. Quarries often use 2 – 300 horsepower electric motors, which if on the same power grid can create problems for those sharing power. It was observed that there is a quarry located at 175th and Metcalf. John Campbell asked if it is possible to get off the same network if we discover we share it with the quarry? Pete said he would look into it. It was agreed that it is important to find out about this before installing a new transformer.

The group observed the engagement of Matt Roberts and presented him with a small token of congratulations.

I. General Operations Report

Matt reported that the great weather has allowed for more rounds than usual. The day before the meeting they brought in 152 paid rounds.

Because of the grass seeding presently, they have asked golfers to stay on the golf cart paths only, and are informing them of this when they call to make a T-time.

The last tournament took place on Monday the 20th. IRONHORSE did 6,700 tournament rounds for the year and hosted 89 events; more than ever before.

Matt reported that next year they hope to have Scorecast software available that enables them to (among other things) broadcast standings by television, easily provide cart tags, and automatically tally scores. This will add a great feature for both the course and tournaments.

There are 14 clubhouse events booked between the date of this meeting and Christmas, providing extra revenue from the food and beverage division. This is also a record number of events planned. Chris shared that an ad in the next issue of the Parks and Recreation Program Guide features IRONHORSE'S banquet facilities.

IRONHORSE held a Conductor's Club sale last weekend. They also held a balloon sale in the golf shop. For those purchasing them, helium balloons contained slips of paper providing discounts. Matt said this event was very successful.

Matt stated that as long as the weather stays good he expects to operate at capacity every day, which has never been done in autumn before.

Jim Dickson commented that there were approximately 38,000 paid rounds this year, but that we don't necessarily want to go to 40,000 rounds next year.

Jim stated that the 2000 budget was already outlined and provided for \$69,000 in capitol improvements, and that the budget committee's job was to make recommendations for the year 2001. There is an estimated \$313,000 needed in 2001 for improvements/equipment.

Jim stated that the nursery green was included in the budget for 2000. The bunker repair is slated for 2001. Pete has some ideas for a temporary fix to the bunkers, but it will realistically cost \$70 – 80,000 to fix the bunkers correctly with the help of outside contractors. Jim is concerned how the bunkers will look by next year. Pete said he would bring sand into them and do some reshaping as funds become available.

Jim stated that the committee needs to decide as a group what repairs to make. It is important for the golf course to look great next year, and he wants Pete to be able to know that funds will be available to fix the tees and install a nursery green.

John Campbell asked about the contingency fund, and Jim stated that it would look confusing to the City Council to ask for more than the money currently allotted for next year. John asked that if the golf course got in a financial bind would the city provide funds, even though IRONHORSE is currently repaying long-term debt.

Jim talked about what is in store for the area in terms of the golf environment – Deer Creek has three dead greens, so he feels that in 2000 we will retain our good reputation and continue to pull in golfers. In 2001 Falcon Ridge will have opened up their third nine. The Jack Nicholas and Colbert's courses will have opened up. Jim feels that if we are considering raising fees that next season is the time to do it because of the competition expected in 2001.

Keith Hanley stated that EAGL is doing a market analysis of the area. Falcon Ridge pushed 40,000 rounds and so did Deer Creek. He expects Falcon Ridge, Deer Creek and Tiffany Springs to raise rates by \$5.00. He feels that IRONHORSE can do the same. He also stated that leasing, instead of buying, would allow us to get new equipment. Dave Fearis asked if

EAGL can provide IRONHORSE with a split lease together with Chapel Ridge and Adams Point. Keith stated that they are doing that currently in Omaha with several golf courses.

It was asked that if IRONHORSE makes \$200,000 and needs \$100,000 in repairs, would this money be available? Chris said that it would not necessarily be available to us. Jim noted that no monies were repaid toward the debt last year.

Several members agreed that they would like to see monies made from the course invested back into the course. Dick stated that we need to submit a capitol improvement program with the budget in order to assure the necessary funds for repairs are available down the road.

Dick asked Pete what the cost is projected to be to finish repairing the T's. Pete said the laser leveling and zoysia would cost about \$13,000. The nursery green would cost about \$12,000.

Dick stated that the T's have to be completed, noting that sand traps 2, 6, and 18 were a distraction to the course, and need immediate work.

It was suggested that by spending \$15,000 on bunker repair they could fix some of them completely, and do a temporary fix on others. Jim felt that putting a "Band-Aid" on any of the bunkers just creates double work and is a waste of money. Dick asked Pete how long it would take to fix them all, and Pete was not sure. Pete said that the best time for IRONHORSE to be under construction is when our competition is simultaneously under construction. Bob asked if these repairs could be done in the winter, and Pete said that they would not be finished until June. He also stated that Snyder Brothers is booked and unavailable until next June.

Mike O'Connel suggested that the revenue made from raising rates \$2 – 5 should go toward bunker repair. Mike asked Keith his opinion on how much to raise the fees, and Keith said definitely more than \$2.00. Matt said that \$5.00 was in his comfort zone. Keith will supply copies for everyone's review of the market study they are doing.

Dick suggested that signage and direct mail would be a good way to show patrons how their money is being used toward improvements.

Chris reminded everyone that creek stabilization is a looming issue. She is also concerned about residue left from new construction and erosion control by #13 fairway — hay bales, paint buckets etc. She stated that a letter is being written with stop work orders along #11.

Pete reported that regarding Acuff and Rhoades and #17, he has removed all the silt behind the green and Acuff has put in a fence.

Chris stated that Ted Langhoffer wants us to continue with our verbal commitment to screen the maintenance building. Homeowners are unhappy with the appearance of the metal building. Pete reported that they are going to remove the dead pine trees by the building and replace them, to help conceal the building.

Regarding dealing with homeowners on #13 – Jim suggested that a meeting be arranged with Mr. Steinmeyer which Lou Rasmussen should attend, as well as Phil Gibbs. It should be clearly stated to Mr. Steinmeyer that engineering was done and IRONHORSE is not responsible for the erosion or the damage caused by it, which is the result of upstream construction.

John Campbell asked if Storm Water Management funds might be available—they might pay 75% of this damage.

Dick said that in previous minutes it was written that the City would be willing to cooperate with homeowners. However, Lou is adamant not to over-accommodate them. It was suggested that this be an agenda item in the future.

Mike O'Connell asked about the potential for making T-times over the Internet. Keith said this option should be available in about six months. He also said there are other companies that will book T- times by phone for a small percentage of the fee.

Jim said a database of golfers was needed for marketing purposes. Other marketing ideas were discussed. Jim suggested that a golfer database be created by year-end. ACT software was suggested.

It was suggested that due to the Thanksgiving holiday, the next meeting be held at 5:30 on November 15th.

Jim Dickson made a motion to adjourn at 7:35 p.m., which was seconded by Charles Lewis.

Respectfully submitted,

Chris Claxton, Director
Leawood Parks and Recreation