

IRONHORSE
Golf Club



GOLF COURSE COMMITTEE
Minutes of February 22, 2007
12 Noon – Ironhorse Golf Club Clubhouse

Members in attendance were Dick Fuller (Chair), Lou Rasmussen, Bob Reid, John Campbell, and Bobby Davidson. Pete Spratlin and Shane Gardner of Orion Golf Management Group and Parks and Recreation Director, Chris Claxton and Renae Haffener were also in attendance.

Dick Fuller called the meeting to order at 12:10 p.m. Bobby Davidson moved to approve the minutes of the December 13, 2006 meeting and John Campbell seconded the motion. The minutes were approved unanimously with corrections that Dick Fuller stated.

I. Results of Bid Opening for Projects

The bid opening for the Ironhorse Golf Projects was held Tuesday, February 20, 2007. Pete Spratlin reported that there were 6 bidders and all but one was dirt construction companies. The low bid was Dennis Johnson Construction for \$4,429,488. The second lowest bid was R.A. Knapp Construction for \$4,658,751.

Chris passed out a bid comparison sheet of the two low bids and the budgeted amount. The greens project funded as cash as did the creek bank project. SMAC is bonded. Pete said both construction companies sub-contract with the same greens company. Chris said that the meeting to vote on the bids is March 5, 2007. Dick Fuller said Phil was pleased with the bids. Pete was hoping a couple more companies would have put in a bid.

Bobby Davidson thought it would be better to go with someone who has a clear schedule planned out. Bob Reid asked if they have a timeline set to do the cart paths. Pete said they have to do the cart paths as they move along. They can't go in and do them later.

John asked if we are required to go with the lowest bidder. Pete said that we are not required to do so. The companies are required in the specs to do Geo tech work. Bobby asked Pete if he has seen the critical path method in the schedules. Chris and Pete answered that the critical path is in the specs.

Lou asked about the concrete path. He was wondering what exactly they are voting on at the March 5th meeting. Chris said the bids they are voting on would temporarily exclude the cart paths. Bobby suggested that they word it in the contract with an addendum for cart paths. Lou was concerned considering the timeframe. He wondered how we will be flexible enough to include cart paths and how will the cart paths get done. Pete said the creek project is bonded and they will save \$25,000 on the SMAC project as it stands now.

John asked if there will be a recommendation when deciding on a bid and who would make the recommendations. Pete said Continental and Scott would make those recommendations. Bobby said the pitfall with the Geotechnical work is that you have to do more than what is anticipated after you start digging. He asked if the contingency was included in the bids.

Dick Fuller asked why the cart paths are not included in the bids. Chris said the cart paths came in a little on the back door side-some monies have been placed in the budget as phases. Pete said it wasn't part of the original estimate. If we save any money on greens then it will be put toward the cart paths, but there won't be much money saved on the greens project. Bobby asked if they include a logistics plan. Chris said that they do.

Lou wants to know what exactly he is voting on at the March 5th meeting. The total dollar amount of the bid excludes the \$420,000 for the cart paths. Lou suggested that they vote on the bid and the cart paths. Bobby suggested an addendum to the contract to vote on. Lou stated the contingency money is there for the cart paths. He asked if the cart paths are going to be done by a sub-contractor. Pete said they will be done by a sub-contractor. The dollar amount projected on the bids reflects the thought that they will be doing the cart paths by hand. They do not think they can get a concrete truck in there without tearing things up. Dick asked Chris if she could work up something to give to Lou to take to the meeting on March 5th.

II. General Operations Information

Chris handed out the Ironhorse Golf Club Sales Analysis and Financial Statements. Lou asked about the inventory left in the club house. Chris said there was about \$20,000 worth of inventory left that was boxed up that we can use when the golf course reopens.

Dick asked if we have the marketing plan. Chris said she sent out revisions. The original marketing plan was for \$45,000. After the work session Orion took a look at it and made some revisions, which increased the amount to \$71,000. Shane said they went back to see what they wanted to do marketing wise and the dollar amount went up. The original marketing plan was just geared toward the last 3 months numbers. Things considered for the revised marketing plan would be whether we are going to send out continuous mailings to keep current golfers or are we going to expect that they will come back. Chris said Orion has added their input since they are out there on a day to day basis. They decided to focus on the numbers on the sales analysis because we can track the numbers on there as opposed to a single person coming into the golf course on a particular day. Chris said Scott wants to know if we are getting our money's worth from one round of golf, as a starting point.

III. Miscellaneous

The next meeting will be held off and will be decided at a later date.

John Campbell moved to adjourn the meeting and Bobby Davidson seconded the motion. The meeting adjourned at 1:15 p.m.

Respectfully submitted,

Chris Claxton, Director
Parks and Recreation