

IRONHORSE  
Golf Club



**GOLF COURSE COMMITTEE**  
**Minutes of November 20, 2008**  
**5:30 P.M. – Main Conference Room, Leawood City Hall**

Members in attendance were Dick Fuller (Chair), Bob Reid, Chuck Sipple, Tommy Davidson, and council liaisons Lou Rasmussen and James Azeltine. Also present were Shane Gardner of Orion Management Solutions, Inc., and staff members Pete Spratlin, Chris Claxton, and Tonia Morgan.

One guest was in attendance- George Waterman, Triple Crown Member.

Dick Fuller called the meeting to order at 5:45 p.m. Chuck Sipple moved to approve the minutes of the October 23, 2008 meeting and Tommy Davidson seconded the motion. The minutes were approved unanimously.

**Discuss 2009 Fee Recommendation and 2009 Business Plan**

Shane Gardner of Orion Management gave an overview of the financial information he passed out, which was a YTD revenue/expense overview. Shane reported that he hopes everyone had a chance to review the e-mailed financial attachment sent to the committee by Tonia prior to the meeting, and also the Business Plan packet he personally delivered to their homes.

*(Please see the attached reports.)*

Chris said she had not received the business plan “draft” and asked Shane to email it to her so she could review and make comments. This will be reviewed again at the December meeting and will go to the council once all comments have been received and a recommendation made- hopefully in January.

Dick Fuller questioned, in relation to the possibility of installing GPS systems on the golf carts in the future, if it would be put into the capital improvement budget when they did the carts, or would this be done as a separate item. GPS systems are standard on most upscale courses.

Chris reported that it will be submitted as a request through a decision package for the budget for 2010.

Chuck Sipple asked when on the calendar will the decision request have to be made.

Chris reported that we will begin working on the 2010 budget requests in January. It is usually due to Finance in March. The department heads then meet with the City Administrator one-on-one and go over each request.

Chuck Sipple reported that there are only a few months remaining to make a decision. Shane reported that there are actually GPS systems that if the cart path is set up on a cart path only mode. If you start to drive your cart off the path it will not go.

Dick reported that this type of system will also track where the cart is through the golf shop.

Shane also passed out the 2009 Budget that was not included in the packets he delivered to their homes with the Business Plan Draft and opened the floor for questions.

Chuck Sipple said- as a source of revenue or to attract people to Ironhorse, he would suggest individual or group instruction as a revenue item. Given that we are operating in the red, this could be an opportunity to increase revenue or a way to separate from the rank and file competition we have.

Shane reported that this is done through the Parks & Recreation Department with the junior programs/The First Tee. The revenue goes to the Parks & Recreation department.

Shane reported that there is currently one teaching professional. Another one will probably be added next year. They are independent contractors. They pay for the balls they use and also promote the programs that Ironhorse offers, and they receive all the lesson revenue. Last week he met with the Directors from the Executive Women's Golf Association. Ironhorse used to be the home course for the association. We also did all of their instruction. After meeting with them, it was determined that this will start again in 2009 with Ironhorse being their home course. We will run all the instructional programs and host their chapter championship.

Shane also reported that this gives us some diversity. It will also provide a place in the community where the golf course can be discussed in a positive light from a female perspective. They will also bring an evening league that will be good for the course.

Chuck Sipple asked if when hiring out for the food and beverage for special private parties that are held in the clubhouse if Leawood residents can receive a 10% discount.

Shane reported that this could be done easily. This is how it is done in the Parks & Recreation department when renting out the lodge. Shane reported that a proposal can be made to get this done.

Chuck Sipple reported that he thought the business plan was well done.

Dick asked if this budget (2009) is approved. Chris reported that it was approved in June. We are currently working on 2010.

Councilman Azeltine reported that he noticed Overland Park recently raised their fees. Where are we in terms of cost with other facilities.

Shane reported that our fees are proposed to stay the same which will help us a great deal.

After a discussion regarding the fee schedule, a motion was made by Bob Reid to accept the fees with the exception that the 2008 membership discount fees must be paid by April 1, to receive the discount. The motion also states that the 2009 new membership will be allowed to

be paid in two installments: one in March (at the time of registration) and the second and final one on June 1. Chuck Sipple seconded the motion. The motion was carried unanimously.

Dick reported that the changes and modifications on the report will be presented at the December meeting.

Shane reported that the changes and comments will be highlighted in yellow and presented at the next meeting.

Chuck Sipple reported that in 2010, he would like to propose a discount be given to Triple Crown Members equivalent to the number of years a person has been a member up to a maximum of 10 years that would total 10%. I.e., if a person has been a member for 8 years, if they pay in full at the time they sign up, they should receive an 8% discount.

*With respect for Councilman Azeltine needing to leave early to attend another meeting, Chairman Dick Fuller moved forward to Item IV on the agenda.*

#### **IV. Discuss Maintenance Plan**

Shane Gardner reported in Pete's absence that a lot of work has been done to the course. Shane reported that the bridge on #11 is nearly 99% complete. It looks very nice. This will add appeal to the golf course.

Chris reported that it turned out better than the other one. It needs a few minor repairs.

Shane reported that Pete had to pull the fountain on #6. Muskrats chewed through the electrical conduit. This will have to be fixed as soon as time allows.

Shane reported that the area behind #15 green has been completed with dirt, new sod, and stepping stones. This makes a nicer transition from the green back to the cart path. In the next week to ten days, the area on #17 will be completed with the same materials.

Councilman Rasmussen asked if an update report will be available in the council packet.

Shane reported yes, there will be.

Councilman Rasmussen asked where we are in regards to #5, #9 and #10.

Chris Claxton reported that this will be available in the next maintenance report.

Councilman Rasmussen asked if Patty completed the report she promised him. According to Lou, she told him that she had done so.

Chris reported that she is uncertain if Patty has completed any "report" per se but she has been working with Patty, Pete, and Wade on information regarding these three situations. This doesn't mean that Patty hasn't done a report, if that is what was asked for. There have been some memos that have gone out in the past.

Lou asked Chris to contact Patty and find out about this report.

Councilman Azeltine asked if we are fairly close to being on schedule with maintenance.

Shane reported that he believes we are.

Dick reported that obviously there are a number of things that can't be done until spring. Unfortunately you never know what will happen when spring arrives.

Councilman Rasmussen reported that he received an e-mail from Committee member Leo Morton stating that he is still working with the homes association on the #5 issue.

Shane reported that he was approached by The Kansas City Golf Association. They run all of their competitive events in the Kansas City area. In 2008 and 2009 a contract was signed between the City of Leawood and KCGA to host The Kansas City Amateur. The tournament is usually held in mid July. The tournament scheduled for this year had to move because the course wasn't quite ready. They have expressed an interest in coming back to Ironhorse in 2009 and they want to make sure the course is ready. In the past, it was two days at Ironhorse and one day at Blue Hills, but they are looking into having the event at Ironhorse all three days. This is a revenue producing event and it could be very good PR for us if the course is ready, in Pete's opinion, to host such an event.

Shane also reported that any negative connotation we received could be rectified over this period of time with some of the best golfers in a two state area coming to Ironhorse and playing three days of golf.

Councilman Rasmussen asked where any objection would come from.

Shane reported that he feels the only objection could possibly come from the KCGA if they felt the course wasn't ready. Or from Pete, saying the course isn't ready.

Councilman Rasmussen reported that he was referring to The City of Leawood.

Shane reported that he doesn't feel there would be any negativity from the city; actually Scott signed the contract with KCGA to have the event at Ironhorse.

Shane reported that this would be a good event to have "if" the course is on track. He feels that the condition of the course is improving. If it continues to do so in the spring and early summer, by July it could be a really nice event

Dick reported that this could be tremendous PR if it works. Dick also reported that the problem is we're back to the condition of the course. These are the best players in a two state area and they expect the course to be in pristine condition. You can't have major problems with conditions of the course. It would be very advantageous for us to do this but the big question is if we are going to be able to handle it. Hosting the event would erase a lot of problems, but we have to perform.

Guest George Waterman said that he plays a lot of golf and feels it would be a great asset to budget more money to put seed in the rough in the spring. The seed is thin in a lot of areas. He also said that the sod looks nice on the new walkway behind #15, but unfortunately the stepping stones were placed too far apart. In order to effectively get across, more stones need to be added. Currently, you have to hop from stone to stone, they are spaced at least a foot and a half apart. If the rock is truly meant to walk across, more rock needs to be added. He suggested that if this is the plan on #17, which is desperately needed, a little more

concentration of a rock is needed, or make it a true path. He also said that the greens are very close to being in great condition. Hopefully they will have a fairly calm winter and a nice spring. George reported that he has played at Ironhorse since the day it opened. He recently played with some friends and the comment was made that this is what we've been waiting for in on the golf course condition.

Councilman Azeltine asked when it should be evident if the course will be ready. Shane reported that it should be evident by April. By the 15<sup>th</sup> – the end of April, Pete should have a very good idea of how things came through the winter and what is left to complete.

Chris reported that typically the tournament groups are thinner in July and August. Are there any concerns over the three days and trying to get ready for regular play and tournaments beginning in the month of September?

Shane reported that regular players will be a little upset because they can't play over a three day period of time, but 120-150 from every private club, and also every city in Kansas and Missouri. A benefit is the revenue factor will be greater than if we did not have the event.

Shane reported that everyone at the event will eat, hit balls and play practice rounds on the Monday, Tuesday, Wednesday, and Thursday leading up to the event. The economic effect will also spill into the other days as well.

Chris reported that by April, if it determined to go ahead with the tournament, it should be no problem to get the word out about the course being unavailable for those three days. As long as people know ahead of time that the event will be held at Ironhorse, the regular players may be disappointed but they will have time to make other arrangements.

George Waterman suggested having a calendar posted of upcoming events as far in advance as possible. A good place to post information about tournaments is the men's restroom.

Shane reported that is on the web-site.

Chris said it can also be placed in the newsletter that will be going out quarterly.

Dick reported that it needs to be in the restroom and posted in a visible location. It should list the dates the course will be closed and why it is closed, to make patrons aware.

Tommy Davidson reported that at one point this type of information was posted in the golf carts. It would be nice to start doing this again. Chris agreed.

George Waterman also mentioned that Pete has put some really nice stone steps leading to some of the women's tees. The Women's Executive Golf League will really appreciate this. They are very nice.

A motion was made by Tommy Davidson to adjourn the meeting at 7:09 pm. The motion was seconded by Bob Reid. The meeting was adjourned by a unanimous vote.

Respectfully submitted,

Chris Claxton, Director  
Parks and Recreation