

IRONHORSE
Golf Club



GOLF COURSE COMMITTEE

Minutes of May 28, 2015
5:30 P.M. – Leawood City Hall – Main Conference Room

Members attending: Dick Fuller (Chair), Mark Bodine, Alec Weinberg, and Greg Peppes.

Members absent: Bob Reid, Leo Morton, and Tommy Davidson.

Troon Management Staff: Jamie West and James Kennedy

Council Liaisons attending: Jim Rawlings and Lou Rasmussen.

Staff attending: Chris Claxton

Chair Fuller called the meeting to order at 5:55 p.m.

Mark Bodine made a motion to approve the February 19, 2015 meeting minutes with the amendment that Alec Weinberg was not in attendance. Alec Weinberg seconded the motion. The minutes were approved unanimously.

I. General Operations Report

Jamie reported that as of April the course is up 1,194 to 2014. It has been a good start in 2015 with an increase of \$60,538 which is just over an 18% growth in revenues. Cart fees are up \$14,157 to prior year mostly due to the \$1.00 increase. Operating expenses are up 4% to prior year due to the increase in labor as a result of better weather and more play through April. Triple Crown has increased by 10 members.

Alec asked what the current membership is at this point.

Jamie reported that it is 78. The IGA is now at its highest number ever at members. On a monthly basis we hold golf tournaments for this group with about 50 men participating, some of which is a result of some of the closures of area courses.

Dick asked how bad is May looking with all the rain we have had.

Jamie reported that revenue will compare to 2014 but lower expenses for the month should help the bottom line.

Jamie reported that merchandise sales are up as well. We have increased selections for the customer.

Jamie reported that due to placement of a full-page ad for \$600 in the KC Golf Tournament and Travel magazine, a tournament with expected revenue of \$15,000+ has been booked for September.

Councilmember Rawlings asked is this is new found money/a new group.

Jamie reported that yes, this is new business for the golf course.

Jamie said that in addition, the course hosted a Leawood Chamber 9 hole tournament and after-hours event on April 22 with participation of 60 players. After the tournament, the group grew to just under 90 attendees to whom we were able to showcase the facility and meet and greet potential future clients. The golf portion of the event went so well, the Chamber may consider an 18 hole event in the future, possibly as early as next year.

Dick reported that it was an excellent event but the space inside the clubhouse was really crowded. If the councilmembers could have seen how crowded just this event was it is really obvious what happens when a large tournament wants to book. You just can't do it. It was standing room only.

Jamie reported that he has been working with Aloft Hotel (as a result of the chamber event) on a website link on the Ironhorse site and visa-versa on their site for golfing options at Ironhorse.

Jamie reported that operating cost recovery is at 8% also up from last year to this point of the season.

Jamie reported that they are currently promoting the 20th Anniversary event on July 1. It will be \$20 for a round of golf and you can only book three days in advance. More of a marketing ploy to experience and see how much the course has changed.

Alec asked how the event is being promoted.

Jamie reported that radio 810WHB, has been great as well as Kansas City Sports & Fitness and on YouTube on Good Sports KC. June 6th will feature a 2 hour webcasting on the event as well as all the programs offered at Ironhorse. We will also do a food special for \$5 that will be a combo sort of lunch offer.

Jamie reported that the 2015 tournament round goal is 4,500 with a revenue goal of \$212,500. Currently, the course has booked 80% towards this goal.

Councilmember Rawlings asked what this is attributed to. It is a good number thus far.

Jamie reported that part of it is the weather we have had.

Dick agreed but said it is also a result of the excellent course conditions.

Alec inquired about the beverage cart being out on the course. What chain of events has to happen to get the carts out.

Jamie reported that they generally use 40 players on the course to justify taking the beverage cart out from an economic standpoint.

Alec said that it would be good to have this stated at check-in.

Jamie stated that there is a sign placed out at the counter and he will remind staff to let guests know verbally as well.

II. Course Maintenance Report

James reported that since the last meeting they have done the following:

- Painted tee markers
- Completed hardscaping in parking lot islands
- Completed round-up pre-emergent on zoysia
- Ball washers painter
- Installed traffic control stakes
- Pressurized irrigation
- Cleaned up stump debris from December and January tree work
- Planted 5 new trees behind 14 green due to storm damage.
- Replaced split rail fence at the black tee on #7
- Put in a new fence on #9 where creek erosion is happening.
- Mulched tee monuments
- Ran camera snake on #10 where it was holding water and found some tree routes, which were augured out. We are seeing more clogged drains from maturing trees.
- Plugging poa out.
- Completed aerification
- In April we began first cut on zoysia
- Received all capital equipment.
- Fertilized all rough
- Replaced the plugs from the nursery
- Had some erosion on #6 pond, which is now backfilled. Still some finish work to do.

Chris asked specifically where the erosion taking place is.

James said all the way around the pond. It is something we need to look.

Chris stated that the reason she asked the question was to make sure it was not a result of the work done by KCPL to move the line for the pool installation last year.

James stated that it could be from the drought.

Councilmember Rasmussen asked James when the last time the pond was dredged.

James said to his knowledge, never. It still has pretty good depth.

James reported that his crew has also been working on collars. Getting warmer weather will help and they will push fertilizer then. Many are making good comebacks.

Dick inquired about the quality of the sub-soil.

James said that we have battled bent grass and zoysia. The sandy soil dries out faster in hot weather and freezes quicker in cold weather. Much of the problem the last two years has been the lack of snow cover. He said it seems like we are always battling 17. He may look into changing up the grassing.

- Edged mulch beds
- Biweekly verticutting and topdressing
- Flower beds are planted.
- Training staff, currently two short.
- Spraying zoysia

- Dealing with floods and clean ups on May 7, May 18 and May 24. (over 9.5 inches of rain this month)
- Bunkers have been washed out seven different times this month

James stated that the work done on the #5 bunker has been the only one that has not washed out. The liner has worked great and the sand is definitely an improvement.

Dick asked what the cost of the materials was to do the bunker.

James stated that the work was done by his staff but he spent \$2200 for sand and the liner was around \$1500 plus the cost of the drain tile. Freight on the sand was half the cost of the sand.

James explained to the committee how the new bunker was constructed and why this was good for the type and amount of flooding that Ironhorse receives.

James stated that the number one challenge this month was getting and keeping everything mowed. Several projects have had to be put on hold because of this but they have been able to get a lot of the bridgework completed.

Chris passed around photos of the rotten wood from the old bridges and what new woods looks like on one of the bridges.

James said they have completed 4-5 of the bridges that need repair.

James stated that there are two fans to install; one on #4 one on #10. He described the location of each. Another location to be considered would be #9 but running the electricity would be very expensive. Depends on where we end up with budget on the other two.

James said the plans for the cart path on 18 and the ADA curb cuts have been completed. This is on the agenda for approval on June 14.

Councilmember Rasmussen stated that the Council approved the budget and wants all of the ADA work done in 2015. How close are we to getting this done?

James responded that once the agreement is approved by the council he is ready to move forward with the contractor.

Councilmember Rasmussen stated that the last time he saw this on the agenda, it was pulled. What happened in this situation?

Chris stated that the contractor did not send the original copies of the bonds so the contract could not be executed in the required timeframe so it had to be pulled.

III. 2016 CIP

Chris explained that the reason she put this item on the agenda again is because the projects for the golf course were prioritized with those for the Parks & Recreation Department for phasing over a three year period. These were moved back so the expansion could take place in 2016 and 2017 however; the alcohol tax came in better than expected so the golf course projects were re-established into their original time slots. This included bunkers, perimeter irrigation on seven greens, bridge crossings, irrigation to high traffic areas.

Alec asked James if this bunker work would be done in house such as #5.

Jamie said that in his experience Troon would rather it be contracted out due to the number to be done. The work will be more consistent and will be completed quicker. It would be difficult for the greens crew to do this work and keep up with the other agronomic demands of the golf course.

IV. GPS for the Golf Carts

Jamie gave an overview of the background of where we are with the GPS.

To summarize: Last year Troon had a contract with Digital Caddies and through their ad campaign they were intending to make enough revenue for the GPS to be placed on the carts. We went through an entire season with the GPS on the right side inside the cart. While ramping up for the 2015 season, he received an email at midnight on March 31 that starting on April 1st you will no longer have Wi-Fi for the GPS to show up. This was at every Troon course that had the system. The next day he and his staff pulled it off the carts. The middle screen we have is for visage that only controls the cart from going on and off the cart path. Currently, this is the only feature that is operable.

The Digital Caddies email stated that if courses wanted to continue using this GPS a cost of \$1500 would be incurred by each property. Troon parted ways with them.

Visage has set up a program for \$13 per cart per month for GPS service. The biggest thing would be to limit the number of marshals needed, which is about \$11,000 annually in labor. Cost per year would be about this same price. The money is available in the operating budget. We are already paying for the other service and the increase in the cart fees of will easily more than pay for this each year.

Alec stated that with the price point with this golf course, you have to have GPS. This is a slow-play golf course and this also helps keep play moving. This cost is a fraction of the benefit to the golfer.

Jamie said it will also allow us on the food service side to generate orders into the grill ahead of time. You can also send a note into us and letting us know where you will be and what time you want it delivered.

Chris said that if we can be assured that we will be saving money by virtually eliminating almost all of the marshals, it will not be an additional cost to the budget. In talking with Jamie previous to the meeting, she shared the concern of not impacting the budget any further. Do we need a contract to move forward.

Jamie talked with Scott Lambers recently and was told he thought it was a Troon obligation and not the city's but he said he will double-check with Troon corporate and move forward from here. Following that, Troon will activate the system.

Dick said that with the level of play and the quality of the course that the system is available; especially with the number of out of town high-level golfers who come to Ironhorse to play.

Jamie said that it is also good from a safety standpoint so that in the case of inclement weather they can send out a message over the screen calling the golfers off the course. Yes we have the siren, but because of the lay of the course, you cannot always hear this clearly.

V. Update – Clubhouse Expansion

Dick said he is unsure of who was on the committee and attending the last meeting where this was discussed.

Chris stated that the golf committee meeting held in February, preceded the work session with the council on this initiative.

Chris stated that she had talked with Councilmember Rasmussen and he wanted a review of the plans by staff to make sure everything was in order and nothing was missing so there would be no surprises as we looked to go out to bid. She stated that she had met last week with Jamie, Richard Coleman (Community Development Director), Travis (Building Official) and Dick to go over the submitted plans. It appears the plans are complete and matching what we agreed to, with a few minor questions however; no timeline to let bids was determined.

Dick stated that there is \$1,000,000 budgeted for 2016 and the same for 2017 for a total of \$2,000,000 so we cannot go to bid until 2016 with a projected construction start date of mid-October; assuming that the bids come in at or under budget.

Councilmember Rawlings stated that we want to put it out for bid and award the contract and have them get going in October.

Chris speculated about when the bid might be let and when it might go on to council but needs to discuss this with Scott Lambers. One thing that will need to be done again will be notification to the neighboring residents (200 and 500 feet of the property line) and having another meeting on the project.

Dick said the council was very receptive to moving forward at the work session.

Dick asked if there was anything miscellaneous that anyone wanted to discuss.

Mark stated that he had a homeowner offer free trees on the west side of #13 between the berm and the fence. Some of the trees have been killed by beavers and they would like to help re-beautify the area.

Dick asked if we have access to the area.

Alec asked if the plan was for the resident to purchase the trees and the golf staff plant them.

James said that he spoke with Mr. Watts. He has some concerns about the slope and mowing around them.

Councilmember Rasmussen asked what the benefit is to the golf course.

Jamie said that they are actually in the process of eliminating trees that make it difficult to mow the golf course in certain areas.

Councilmember Rasmussen reminded the committee that the city has standards in regards to the size (caliper) of trees that can be planted. Is the resident aware of this?

James stated that he will visit with the resident about this further and report back to the committee.

Dick inquired if there were any other questions.

Councilmember Rasmussen said that he wanted to get back to the clubhouse plans; are we sure that Richard has assured everyone that the plans are complete.

Chris said as she recalls, there were two questions: discrepancy in the roof tile (clay vs. concrete) and the width of the walls on the outside (waterproofing) needing clarification. We also had a question about the number of windows that look out from the current grill into the hallway. Could this be reduced from four to three?

Dick said he thought the plans (per the City) were going to require another exit, which would have been a costly change however; it was merely how the door opened so it was not a major change.

A motion was made by Alec Weinberg to adjourn the meeting.

Mark Bodine seconded the motion.

The meeting was adjourned at 7:53 p.m.

Respectfully submitted,

Chris Claxton, Director
Leawood Parks and Recreation Department