

IRONHORSE
Golf Club



IRONHORSE GOLF COURSE ADVISORY BOARD

Meeting Minutes-May 12, 2021

5:30 P.M. – Vista 154

Members attending: Dr. Peppes – Chair, Dick Fuller, Gary Bussing, Mark Bodine, Craig Klos, Scott Picker and Leo Morton

Members absent: Tommy Davidson and Scott Picker

Troon Management Staff: Ryan Eckroat, James Kennedy, Mitch Harrell and Jeff Thomasson.

Council Liaisons attending: Chuck Sipple and Mary Larson

Staff attending: Chris Claxton

I. Approval of February 24, 2022 Minutes

Mark Bodine made a motion to approve the minutes. Gary Bussing seconded. The minutes were approved unanimously.

II. Old Business

A. Update on Clubhouse Improvements

Chris reported the following:

- Restrooms are completed.
- New Flooring installed.
- New furniture is in.
- Waiting on storefronts to come in.
- Waiting on foyer furniture.

Ryan added that they have also added a TV for a digital menu and a vinyl wallpaper to one wall as an accent wall that will be easier to clean. Ryan added that patrons are very happy with the new improvements.

Jeff asked if the project came in close to the budget.

Chris responded that yes, there have been a few change orders but nothing out of the ordinary.

Mark asked if the sound has increased going from carpet to vinyl.

Ryan responded that it is minimal but they are looking into some sound canceling elements.

Chris added that they will be sealing the floors and doing a deep clean of the clubhouse later this fall.

B. Discuss Phase II Recommendations for Clubhouse

Chris stated that City Council and the Mayor visited the kitchen area in the clubhouse and supported the revamp of the kitchen. They have received \$450,000 in funding to re-do the kitchen. She added that the most expensive part will likely be moving out the exterior wall in order to gain more space. They will also receive some new kitchen equipment not already purchased.

Ryan responded that they will likely not start the project until they are sure all elements would be ready and available for their busy season of late spring.

Chris added that luckily most of the work includes materials that should not have a delay. Fortunately, kitchen equipment can be ordered soon. She added they are cognoscente of lead times for equipment and materials.

Jeff asked if the funds were encumbered for this year.

Chris responded that the project will be financed as debt. She added that they will not begin the project until the City Council has had their work session regarding the CIP. The project will likely begin after October of this year. We need to get BBN architects to complete the plans in order to bid out the project.

Jeff added it would be beneficial if they begin ordering equipment as soon as possible because stainless steel elements have a longer lead time than usual. It is also helpful because many vendors are not guaranteeing prices over 30 or 90 days.

Gary asked what the next step in the project process is.

Chris responded that City Council will approve or deny at the CIP meeting coming up in a few months.

C. Discuss CIP Recommendations

Chris stated that she has met with the Public Works Director and they have viewed and explored several possible options for a maintenance equipment storage building. Unfortunately there is no funding at this time and it is very costly.

James reposted that the pump station replacement project continues to climb. The vendors price has risen from approximately \$115,000 to \$160,000 between November and March.

Chris added that there is approximately \$25,000 in the budget that was allocated to repair the pumps that can now be used towards the replacement project.

Chris stated that she believed council would approve funding for the replacement of the pump station.

Jeff added that there is a substantial lead time in ordering the pump station so it will be beneficial to have it installed during down season to work out the kinks.

D. Staffing Update

Ryan reported the following:

Grace Fischer has been promoted to the Event Coordinator position and has done a wonderful job. Rob Millner has been promoted to Tournament Coordinator and he has done a great job as well.

E. Financial Update

Lackluster weather has led to a sluggish start to the first quarter of 2022. Through March 31, Golf Rounds are down 600 to prior year. As a result, Golf related fees are down approximately \$14k. This has cascaded into similar shortfalls in Merchandise, Driving Range, and Lessons/Schools. Food & Beverage revenue however, is showing gains over prior year with \$6k in recognized Event Facility Rental revenue, which did not occur prior year. Altogether through March 31, we are \$13.2k behind prior year.

Things have turned around in April. Despite continued unfavorable weather, we did have enough good weather days to confirm that there is still a strong demand for golf. While we did see 171 fewer rounds in April than prior year, our heightened dynamic pricing strategies have resulted in a \$9 increase in our total average rate. As such, April 2022 Golf fees will be \$22k higher than April 2021. With continued growth in our F&B operation, we expect total April revenue to exceed prior year by over \$30k, putting us back ahead for the year.

F. Marketing and Operations Update

April kicked off the return of event golf season. We held our first two Ironhorse Golf Association events on April 9 and 30. Additionally, we held 5 corporate/association events in the last two weeks of the month. We also had a charity banquet and a wedding with rehearsal dinner. Activity will increase in May with 10 days of corporate/association events, 1 IGA event, 8 non-golf banquet events, and the return of our weekly Ladies and Senior leagues.

The clubhouse remodel project is nearing completion and has been receiving very favorable response from guests. The LVT flooring installation was completed in March and the restroom remodel was finished in mid-April. Additionally, a new golf shop counter has been put in place that has promoted a more open and inviting impression, as well as improved functionality. In summary, we have replaced all carpeted areas with LVT flooring, installed walk-off carpet at key entry doors, painted/stained walls, wood trim, and doors in the hallways and grill, installed a new swinging café door to hide catering set-ups in the Vista hallway, remodeled both restrooms, added a vinyl wall covering on the service wall in the Grill, and installed a digital menu board. The only remaining items are the delivery and set up of the new foyer are furniture (which is expected in May), adding window film to the hallway between the grill and Vista154, and installing the 2 store fronts in the front vestibule/entry.

E. Agronomy Report

James reposted the following:

March

- Drain installed on the south side of path on 17 just past the green. The drain had failed over time due to silt from flood waters and storms.

- We installed 3 new catch basins and drains in the left side of 10 in the rough. The original maps showed 2 catch basins that were no longer there. It appears they were damaged or removed during creek restoration in 2008. Turf conditions were failing due to water ponding in low areas following rains. The areas were re-graded and sodded to smooth storm erosion.
- The blue, white, and gold markers were sent into Line-X for repair and re-painting. The markers were becoming dull from UV damage. The black and red were completed last year. We originally painted these with Line-X coating 5 years ago.
- Application of Pre-emergent and Post-emergent herbicides to Tees, Green Surrounds, Bunker slopes, and perimeter of fairways. Pre-emergent herbicide applied to all fairways.
- We completed our first aerification of greens on March 22. We used solid tines and heavy topdressing to fill holes.
- Applied fertilizer to greens to accelerate greens healing.

April

- The new GPS sprayers were set-up and put into action. We have reduced our greens application by .5 acres in the initial applications. The accuracy and increased productivity were initial reasons for transitioning to this system.
- Began to work on spring landscape tasks. Mulching beds, trimming ornamental grass, weed control, and any necessary trimming.
- On April 11th we completed our 2nd greens aerification using hollow tine set-up to pull material out of green. After cleaning up material, we applied a heavy topdressing to fill holes.
- Applied pre-emergent herbicides to all remaining rough areas.
- Following aerification, new cups, flags, flagsticks, and ball washers were set out.

May

- Fertilizer on all turf areas planned once rain cooperates.
- **Misc.**
The zoysia has been slow to fully green-up and grow with our cooler temps. At this point it appears we will have some winter kill to replace. The majority of the areas that will require sod are where we installed the new zoysia a few years ago. We have a contractor scheduled in May to do some tee leveling and grade work on 15 green surround.

G. Miscellaneous

Mary asked if there has been any price sensitivity to the new greens fee.

Ryan responded that he has heard some verbal pushback to the greens fees but it has not slowed down booking.

Jeff asked Ryan to speak on the issue of Deer Creek golf course closing.

Ryan stated that they immediately felt the impact and had phone calls the next day from several of the course's rentals that wanted to move to Ironhorse. Unfortunately they could not accommodate all of them.

Jeff stated he believed there were opportunities available with Deer Creek closing, and will continue to be.

Jeff stated he would like to address the potential issues in the waterways that may affect the course in the future. He also added that he would like to address the issue of the height of the netting on the driving range.

Chris stated she will work with City Council on the list of CIP projects and report back at the next meeting.

Gary added he would like a list of the golf projects for the next 10 years in priority order for the next meeting.

Mark Bodine made a motion to adjourn the meeting. Gary Bussing seconded the motion. The motion passed unanimously.

Respectfully submitted,

Chris Claxton, CPRP
Director - Parks, Recreation and Arts Department