

CITY OF NORTH SALT LAKE  
EAGLEWOOD GOLF COURSE  
OVERSIGHT COMMITTEE MEETING  
JUNE 9, 2021

**FINAL**

Tyler Abegglen called the meeting to order at 5:00 p.m.

COMMITTEE PRESENT: John Logan, Chair  
Roger Graves  
Court Huish  
Karen Mills  
Brian Horrocks, City Council

STAFF PRESENT: Ken Leetham, City Manager; Tyler Abegglen, Golf Course General Manager; Andrea Bradford, Minutes Secretary.

1. WELCOME

Tyler Abegglen reported that Ryan Curtis had moved out of State and would no longer be serving on the Committee.

2. MINUTES APPROVAL

The Golf Committee minutes of April 14, 2021 were reviewed and approved.

**Committee Member Graves moved to approve the April 14, 2021 minutes as written. Committee Member Mills seconded the motion. The motion was approved by Committee Members Logan, Graves, Huish, Mills, and Horrocks.**

3. REVENUE UPDATE

Tyler Abegglen reported on May 2021 revenue with 9,187 rounds and \$275,627 in revenue compared to May 2020 with 6,544 rounds and \$153,424 in revenue. The five year average for May was 5,874 rounds and \$143,053 in revenue. May merchandise sales were \$33,342 and driving range sales were \$15,823. The golf revenue for FY 2021 was \$1,617,874 compared to \$803,526 for FY 2020 with a difference of \$814,526.

Mr. Abegglen reported that June 2021 revenue as of June 8 was 2,316 rounds and \$57,898 in revenue with a goal of 11,500 in rounds and \$280,000 in revenue. The merchandise goal was \$40,000 with the driving range at \$17,000. He compared this to June 2020 with 9,041 rounds and \$231,314 in revenue with a five year average of 8,786 in rounds and \$199,985 in revenue. The

golf revenue fiscal year comparison as of June 8<sup>th</sup> was \$1,675,772 in FY 2021 compared to \$840,458 in FY 2020 with a \$835,314 difference. He commented that there was a \$12,000 credit from the NSL Open that was not redeemed.

#### 4. BUILDING UPDATE

Tyler Abegglen reported on the cost estimates from JZW for upgrades to the building including roofing, windows, expanded deck, fireplaces, and remodel of building for the cost of \$2,550,560. This would not include any renovation work for HVAC, electrical, or simulators.

Mr. Abegglen said MHTN Architects provided two bids including one for new construction or a partial remodel. He showed the layout of the new construction, which included cart storage, golf simulators, restrooms, mechanical, event center, and storage on the main level. The basement level would include the event center, kitchen, café/dining, pro shop, restrooms, offices, and storage.

Tyler Abegglen also showed exterior 3D views of the new construction proposed by MHTN Architects. He reviewed the options and costs for the new construction option with a total cost of approximately \$7 million for a new building and demolition of the existing building.

Mr. Abegglen then reviewed the cost of the remodel, which included expanded decks, exterior stucco, a covered pavilion, kitchen remodel, bathroom remodel, simulator, event center remodel, other interior upgrades, electrical, security cameras, HVAC work, and flooring for a total of approximately \$3 million. He explained that this “watered down” remodel would focus on areas that generate revenue, extend the useable life of the current structure for another 30 years, build outdoor spaces for a lower cost and greater return compared to indoor spaces, continue the interior remodel throughout the entire building, reconfigure the kitchen space and include a prep kitchen space, retain the current office tenants, remodel downstairs area into a year round simulator and event space, provide a covered patio to extend from interior to exterior dining, and update the building exterior and landscaping.

Tyler Abegglen commented that there were some funds available for a new roof per FEMA for the 2020 windstorm damage. He also said that after a site review by MHTN it was determined that the current foundation was meant for residential structures. The existing foundation would not be adequate for a commercial structure.

Tyler Abegglen shared some images for a new golf simulator and event space. He said that there were two unused offices in the basement that could be renovated into two simulator bays and a small event space. The simulators would be approximately \$45,000 each and the software was \$20,000. Mr. Abegglen explained that there was a company in Bountiful that had a single bay simulator and charged membership fees at \$200 a month. This company grossed \$84,000 a year,

had 35 membership, did not provide instruction, leagues or special events, and was a 24 hour self-service facility.

He compared this to the Eaglewood model, which would offer 24 hour self-service membership for \$150 a month for 70 individuals. This would result in \$126,000 per year in revenue on the memberships for the two bays. Eaglewood would also offer instruction for an additional fee, weekly and winter leagues, food and beverages, and events and outings.

Roger Graves asked how soon the simulators would be installed once they were approved by the City Council. Tyler Abegglen replied that he would like to have them running as soon as possible to be available for winter.

Tyler Abegglen said he would focus on the golf simulators, followed by improving the event center, and then upgrading the kitchen if funding was approved. He said he would be presenting to the City Council on June 15<sup>th</sup> at 6 p.m.

Ken Leetham commented that support for Tyler Abegglen by the Committee would be appreciated at the City Council meeting. He said the Council may have questions for the Committee that night as well.

Tyler Abegglen said that he felt the proposal from JZW would be better received by the City Council as \$7 million for a new building would be a stretch. Council Member Horrocks said the existing building fit with the neighborhood more than the exterior of the proposed building.

Roger Graves remarked that if the golf course continued to be profitable in ten years that a more contemporary building may be appropriate at that time. He felt the remodel at \$3 million would be better received by the City Council at this time, as it would be harder to justify the new building cost at \$7 million.

5. AMENITIES UPDATE
6. FY 22 EXPENDITURES/PROJECTS

Tyler Abegglen reported on amenities and FY 22 expenditures. He said bag stands for the driving range, the starter podium, and the sand and seed holder had been ordered. He was also working on ordering scorecards and pencil holders for #1 and #10 and a new range ball washer. Mr. Abegglen spoke on golf carts and said he was trialing a new cart if anyone was interested in testing it out. He said there would be a service day on June 19<sup>th</sup> with several LDS wards and junior golf members cleaning the west side of the building and planting annuals. Crown Castle would also be repairing some ground lights including those lighting the sign in front of the clubhouse.

Tyler Abegglen commented that staff had been looking onto artificial turf driving range mats to allow the grass to recover. He also said artificial turf would be beneficial in the winter months.

Other projects included scarify, reshaping and remodeling of tee boxes 4 and 5, and cleaning and potentially reopening the snack shack on #7 and #11.

Roger Graves asked if staff grew turf that could be used for the driving range. He commented that artificial turf was considered a downgrade and suggested using natural turf as much as possible. Tyler Abegglen replied that they currently did not have a sod farm. He said the artificial would be offered once a month as part of the focus on ways to help with sod growth particularly for the range area.

Roger Graves commented that many of the country clubs would re-sod half of their driving ranges in June and the other half in August. He said this cost approximately \$12,000. Tyler Abegglen replied that he thought the range would need to be resurfaced in several years due to drainage, etc.

## 7. TOURNAMENT UPDATE

Tyler Abegglen reported that there would be corporate tournaments on Monday, Tuesday, Wednesday, and Friday as well as several more in June.

Karen Mills asked if it would be possible for the Committee to receive a copy of the updated remodel. Tyler Abegglen replied that he had received the estimate at the last minute and would send it to the Committee.

Roger Graves asked about the starters podium and asked if it would be placed on the first tee and have a hired starter there versus announcing in on the PA. Tyler Abegglen replied that the podium would be placed by the stairs, especially on the weekends. Staff would be there to check for alcohol and to ensure groups were pairing up and golfing together. He asked for recommendations for marshals for this position.

Roger Graves asked what the marshals would be expected to do. Tyler Abegglen replied as a starter to help customers and marshal the golf course to ensure pace of play.

Tyler Abegglen also spoke about a cart monitoring system. He explained that he would like to add the monitoring system and have electric carts as part of the new golf cart fleet and would require a cart cost increase.

Roger Graves asked when the leased expired on the current carts. Tyler Abegglen explained that the existing carts were a capital purchase and the last payment would be in August. The City would then own the golf carts.

Roger Graves commented that he would rate Club Car and EZ Go higher than the Yamaha carts, which the City currently had. Tyler Abegglen replied that if the City wanted new carts for next year they would need to order within the next few months.

Tyler Abegglen spoke on the benefits of the cart monitoring system including advertising for the café, selling advertising, automation, location of the carts, setting cart speeds, and cart theft prevention.

Court Huish stated that the cart system created a perception of a country club environment, which would create a perceived value and allow Eaglewood to raise their rates.

Roger Graves said one way for Eaglewood to differentiate from other courses would be to provide GPS systems. Karen Mills mentioned Stonebridge had the GPS system with controls and suggested Tyler Abegglen could review their system.

Roger Graves asked about the Northern Utah Open. Tyler Abegglen replied there were 160 players with 44 pros. He said both shotguns were filled and registration was closed Wednesday. The pace of play was great and the course did \$12,000 in revenue from the amateurs with another \$1,500 in equipment.

Roger Graves asked in regards to food and beverages services on that tournament day. Tyler Abegglen responded that they were very busy at lunchtime. He said overall the tournament went well.

Ken Leatham asked the Committee members to think about those in the community who would make a good replacement for Ryan Curtis. He also asked the Committee members to try and attend the City Council meeting on June 15<sup>th</sup>.

Council Member Horrocks recommended giving consideration to those who had previously applied. He suggested Ron Jibson who was the former CEO of Questar and had expressed interest in serving on the Committee.

#### 8. ADJOURN

The meeting was adjourned at 5:46 p.m.

*The foregoing was approved by the Eaglewood Golf Course Oversight Committee of the City of North Salt Lake on Wednesday July 14, 2021 by unanimous vote of all members present.*



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Linda Horrocks, City Recorder