

CITY OF NORTH SALT LAKE
EAGLEWOOD GOLF COURSE
OVERSIGHT COMMITTEE MEETING
SEPTEMBER 15, 2021

FINAL

John Logan called the meeting to order at 5:03 p.m.

COMMITTEE PRESENT: John Logan, Chair
Roger Graves
Court Huish
Karen Mills
Brian Horrocks, City Council at 5:08pm

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

1. MINUTES APPROVAL

The Golf Committee minutes of August 11, 2021 were reviewed and approved.

Committee Member Graves moved to approve the August 11, 2021 minutes as written. Committee Member Huish seconded the motion. The motion was approved by Committee Members Logan, Graves, Huish, and Mills. Committee Member Horrocks was excused.

2. REVENUE UPDATE

Tyler Abegglen reported that August 2020 revenues were 10,000 rounds and \$260,000 in revenues, which was a record. He compared August 2021 and said rounds were 9,000 but revenue was \$265,183 at an increase of \$6,000 from last year. July and August 2021 were record months for revenue. Merchandise sales were up in part due to employee's upselling to customers.

John Logan asked about expenses particularly in regards to merchandise sales. Tyler Abegglen replied that it was approximately \$.35 on the dollar for merchandise after factoring in costs.

Roger Graves inquired the typical markup on merchandise. Tyler Abegglen responded it was around a 60% markup on most items including the newer merchandise.

Tyler Abegglen said he sent a link to the Committee members to access the Google Drive showing expenses.

The Committee discussed that the golf course made a profit of \$350,000 in the last fiscal year versus operating at a loss in previous years.

Tyler Abegglen then reported on September 2020 revenue at \$236,725 with 9,549 in rounds. He compared September 2020 through the 14th with September 2021 with 4,418 in rounds and \$106,567 in revenue for 2020 to 4,276 rounds and \$108,904 in revenue for September 2021. The difference was 142 rounds and \$2,337 in revenues. Mr. Abegglen commented that one day was lost last September due to the windstorm and two days were lost this year due to the cart path seal and construction project. He said two large golf tournaments would be held this week and next week with anticipated merchandise sales of \$9,000 and \$30,000. This was in addition to tournaments being held almost every day this week and next week, which would result in significant revenues for September.

Council Member Horrocks asked about August revenues. Tyler Abegglen replied that rounds were down but revenues were up compared to last year. He said July-October 2020 were record months and that this year July and August were also record months.

Tyler Abegglen provided a merchandise revenue update and compared fiscal years 2019-2021. Fiscal year 2019 merchandise revenue was \$144,049 compared with \$141,965 in 2020 and \$214,460 in 2021. Merchandise revenue for July 2021 was \$28,672 with \$29,205 in August 2021 and \$16,095 through September 14, 2021 for a total of \$73,973. He said staff was being encouraged and incentivized to sell.

Roger Graves commented that there was better variety and higher quality merchandise available now. He mentioned tournament pricing at the pro shop versus customers purchasing from other retailers. Tyler Abegglen replied that staff would do more tournament pricing through the new point of sale system.

Tyler Abegglen spoke on \$23,121 in merchandise credit, which had already been purchased and would expire in November. He then compared driving range revenues from \$50,296 in 2019 to \$31,218 in 2020 and \$102,463 in 2021. Revenues for July 2021 were \$12,618 with \$12,710 in August 2021 and \$5,829 in September 2021 for a total of \$31,159. He attributed the decrease in revenue and play this year to the heat.

Mr. Abegglen provided an update on food revenues and said July 2021 revenues were \$5,225 compared to \$3,531 in July 2020. August 2021 was \$7,674 compared to \$5,426 in August 2020. Total revenues for July/August 2021 were \$12,899 compared to \$8,957 in July/August 2020. These numbers were the City's portion of the revenue. He said September would be busy with multiple weddings and tournaments.

Roger Graves said the food revenues were better compared to 2020 but not very good compared to other food service.

3. CONSTRUCTION PROJECT UPDATE

Tyler Abegglen reported that he was working on obtaining two more estimates for the completion of the full set plans for the building remodel. He explained that he was not happy with the two month timeline or the cost that was presented by JZW. Mr. Abegglen said if the City did proceed with JZW that the Committee was welcome to attend that meeting.

4. 2022 YAMAHA CART UPDATE

Tyler Abegglen reported that the proposal for the purchase of new carts and GPS system would be on the September 21 City Council meeting agenda. He said that the proposal was for the purchase of new carts during the next fiscal year due to the backorder on the new carts. The trade-in value would be locked in now.

Roger Graves asked for clarification on the construction plans and if JZW had already been paid for the work they had done. Tyler Abegglen replied affirmatively and said the City was not committed to using JZW at this point.

5. GOLF COMMITTEE MEMBER APPOINTMENT

Tyler Abegglen reported that there were three individuals who had applied to be on the Golf Committee. He asked the Committee to discuss and provide a recommendation for the Mayor.

John Logan asked if Tyler had a recommendation. Roger Graves commented that he wanted to ask Ken Leatham what attributes the Committee should be looking for, the overall specific objectives for what the Committee as a whole was supposed to accomplish, and if another member was necessary. He said the current Committee members brought certain strengths but recommended that a younger member may be an asset.

Roger Graves commented that one of the candidates, Ron Jibson, was well connected but may be overqualified.

John Logan felt Eric Williams had the best credentials for what he felt the Committee was supposed to be and could potentially help find new revenue streams. He said that the Committee should have six members.

Roger Graves suggested inviting all three applicants to serve on the Committee.

Council Member Horrocks commented that he was very surprised that Ron Jibson was not invited to be on the original committee. He said several people had been upset that he did not help Ron become a member originally. Council Member Horrocks spoke on the three candidates

related to the areas where they resided, the attributes they would bring, and the age of the Committee members.

Roger Graves asked what attributes were necessary in a new Committee member. He said that most of the new revenue streams had been reviewed so did not feel this was a qualifying objective.

Court Huish said Eric Williams was young, lived on the golf course, and was an accountant but was not an avid golfer. He said Corey Markisich was on the original golf committee and was not a strong contributor at that time. Mr. Huish said Corey was a big golfer and could bring a view of the pros/cons from other courses. He said Ron was very wealthy and an experienced golfer and businessperson who could potentially assist with funding.

Council Member Horrocks said that there was a lot of strength and experience in the current Committee and said Ron would add to that. He commented that Ron had recently played golf with Jim McMahan and Bo Jackson.

The Committee discussed that there were only two applicants and that the Mayor reached out to Ron to reapply. They also spoke on the fact that all three lived near the golf course and had a stake in the future of the course as it related to their home values and quality of life.

Roger Graves commented that when the City was in discussions with Great Life to manage the golf course that Ron Jibson was willing to help raise funds at that time. He said if only one candidate could be selected he would be in favor of Ron.

Court Huish asked if all three candidates could be added to the Committee. Council Member Horrocks replied that the by-laws would have to be amended but thought that three more members could be added.

John Logan felt that an eight member committee would be too large. Council Member Horrocks suggested rank choice voting with each current Committee member to rank the three choices.

Tyler Abegglen said he would email the Committee a form to rate their recommendations for the Mayor.

6. MISC ITEMS

Tyler Abegglen spoke on the issues with the general public on the golf course. He said individuals were currently allowed on the course early in the morning and late in the evening. Recently he had been receiving multiple complaints from customers about the public being on the course during regular business hours. Mr. Abegglen said the issue was that the current policy

was not clear which made it hard to enforce. He said he would prefer no public access at all but understood there may be the feeling that the course was a public park.

Roger Graves said that during golf course operation hours the public should not be on the property. Court Huish asked if banning dogs on the course would help solve some of the problem. Tyler Abegglen replied that the biggest issues were dogs and private golf carts on the course. He suggested sending notices out to residents within one mile of the course and post signage.

Roger Graves commented that it was a huge liability for the public to be on the golf course especially during business hours. John Logan said that most of the golf courses he played did not allow the public to be on the course. He suggested enforcement on a reasonable basis.

Tyler Abegglen spoke on the other issue that adjacent residents would play the course without paying or checking in at the pro shop. He suggested sending out a notice that residents needed to pay to use the course, dogs were not allowed, and that after hours use was prohibited.

Roger Graves recommended sending out a reminder of the policy. Council Member Horrocks was in agreement and said that dogs should not be allowed on the course at all and the public should not be allowed during daylight hours. He said it was a liability issue as well and asked about any vandalism issues.

Tyler Abegglen said that there had been several vandalism issues including damage to the drink machines, bunkers, broken equipment, and damage to the greens. He asked if the general census was to enforce the current policy stating liability issues and prohibiting dogs at all times. The Committee was in agreement.

7. ADJOURN

The meeting was adjourned at 5:57 p.m.

The foregoing was approved by the Eaglewood Golf Course Oversight Committee of the City of North Salt Lake on Wednesday October 27, 2021 by unanimous vote of all members present.



Linda Horrocks, City Recorder