

CITY OF NORTH SALT LAKE  
EAGLEWOOD GOLF COURSE  
OVERSIGHT COMMITTEE MEETING  
CITY HALL - 10 EAST CENTER STREET  
JANUARY 8, 2025

**FINAL**

John Logan, Chair, called the meeting to order at 5:00 p.m.

COMMITTEE PRESENT: Roger Graves  
Court Huish via Zoom  
John Logan, Chair  
Corey Markisich  
Karen Mills  
Lisa Watts Baskin, City Council

STAFF PRESENT: Ken Leetham, City Manager; Tyler Abegglen, Golf Course General Manager; Allen Cox, Assistant Golf Pro.

1. APPROVAL OF MINUTES

The Golf Committee minutes of October 9, 2024 were reviewed and approved.

**Committee Member Mills moved to approve the minutes as written for October 9, 2024. Committee Member Graves seconded the motion. The motion was approved by Committee Members Baskin, Graves, Huish, Logan, Markisich, and Mills.**

2. FISCAL YEAR 2025 YEAR TO DATE REVIEW

Tyler Abegglen reported on golf course revenues and expenditures for fiscal year 2024 ending June 30, 2024. He provided a detailed review of revenues and expenditures for the golf course, clubhouse, operations, greens, café, and event center. He shared that this included revenues for green fees, driving range, tournament fees, events, pro shop sales, concessions, etc. and expenses such as wages and benefits, City admin expenses, operating supplies, utilities, depreciation on equipment/buildings, cost of sales, credit card fees, tree fund, capital improvements (bond payment, irrigation, construction, machinery) and more.

Roger Graves questioned if there were still surplus funds in the clubhouse renovation bond. Tyler Abegglen replied that the remaining funds of \$410,000 would be spent on the driving range structure.

Mr. Abegglen showed fiscal year comparisons from 2010 through 2024 and shared key revenue numbers for fiscal year 2024 including:

- Green fees \$1,293,443
- Cart fees \$621,514
- Driving range \$154,590
- Merchandise \$395,447
- Event Center \$221,266
- Food and Beverage \$627,043
- Simulators \$24,722

He compared rounds by fiscal year from 2000 through 2024 with 80,260 rounds for 2024 and 65,683 rounds for 2023. He also shared revenues for fiscal years 2000 through 2024 with \$3,488,098 for 2024 and \$2,408,936 for 2023. He reviewed merchandise for fiscal year 2024 with sales of \$395,447, cost of goods at \$205,659, and inventory at \$145,750. He noted the highest margin categories were accessories at 48.25% (\$42,498), gloves at 47.77% (\$26,674), golf balls at 44.71% (\$119,370), and headwear at 42.05% (\$45,718). He shared the lowest margin categories were putters, golf clubs, golf bags, and shoes.

### 3. CALENDAR YEAR COMPARISONS

Tyler Abegglen provided highlights for fiscal year June through November 2025 including:

- Green fees-\$777,779
- Cart fees-\$375,018
- Driving range-\$98,053
- Merchandise-\$244,404
- Food & Beverage-\$391,452
- Event Center-\$58,244
- Simulators-\$22,580
- Rounds at 45,456

He compared these to fiscal year June through November 2024:

- Green fees-\$690,985
- Cart fees-\$343,088
- Driving range-\$75,688
- Merchandise-\$234,002
- Food and Beverage-\$300,138
- Event Center-\$107,610
- Simulators-\$11,530
- Rounds at 43,678

He explained that the event center revenues were incomplete and did not include November and October. He commented that there would be a more complete overview of the golf course after the financial audit had been completed.

#### 4. GATEWAY PARKS UPDATE

Tyler Abegglen reported on Gateway Parks which opened on December 14<sup>th</sup> with one lane. He shared that they opened a second lane on January 3<sup>rd</sup> and a terrain park on January 7<sup>th</sup>. He mentioned there was a slow start with low crowds which increased with more snow. He shared that grill operations were approximately \$200 to \$350 per day.

Roger Graves enquired about staffing and menu options during Gateway Parks operations. Tyler Abegglen replied that it depended on bookings and lunch time. He said the menu was limited to hamburgers, pizza, and breakfast items.

There was a discussion on marketing including a discount for residents, an article in the area newspaper, working with Discover Davis, and increased social media advertising.

#### 5. COVERED RANGE PROJECT UPDATE

Tyler Abegglen provided an update on the covered range project with a projected April opening and said the concrete and the structure were installed. He mentioned that the concrete cost \$95,000, the structure was \$145,000, the outdoor furniture was \$8,000, and the driving range equipment was \$6,000. He noted that items to be completed included electrical/low voltage, lighting, install of Trackman, and HVAC/ClimaCool. He shared that the budget was \$410,000 with \$254,000 spent and \$156,000 remaining.

Karen Mills asked about the storage building. Tyler Abegglen responded that the storage building would be climate cooled and contain the equipment, Trackman server, range ball machine, and ball washing station.

Roger Graves questioned how many Trackman units would be installed. Tyler Abegglen replied that there would be 18 total Trackman units.

Councilmember Baskin questioned if there had been any feedback about the lighting. Tyler Abegglen replied that he had only received one phone call related to a light being left on the sledding run overnight. He mentioned the lighting for the covered driving range would be installed in March and approximately 13 feet tall.

## 6. NEW THINGS FOR 2025-CUSTOMER SATISFACTION

Tyler Abegglen shared that he would like Eaglewood to be the best public golf course in the State and detailed some ideas that would be implemented this year for employee and customer satisfaction:

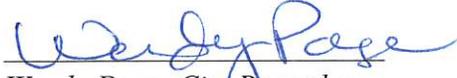
- Revamp snack shack (soda shop)
- On course giveaways
- Trackman tournaments
- Trackman leaderboards/leagues (vendor giveaways)
- Gumball machine prizes (bucket of balls, hats, etc.)
- PGA family
- Social media presence
- Reliable GPS units
- Improved customer/employee interactions (surveys, reviews)

The Board had a discussion about setting goals for the event center, café, and simulators with a focus on customer demographics and the economy. Tyler Abegglen suggested a state of the golf course report. He also mentioned incorporating social media marketing, quarterly newsletters to residents, and his long range plan items.

## 7. ADJOURN

The meeting was adjourned at 6:08 p.m.

*The foregoing was approved by the Eaglewood Golf Course Oversight Committee of the City of North Salt Lake on Wednesday July 9, 2025 by unanimous vote of all members present.*

  
Wendy Page, City Recorder

