

MUNICIPAL GOLF COMMITTEE

Regular Meeting
Wednesday, June 21, 2017, 7:00a.m.
1611 Hackett St. Beloit, WI 53511
608-362-6503
Clubhouse

AGENDA

1. Approve minutes from the previous Meeting.
2. Citizen participation
3. Club Reports
 - Men's League
 - Women's League
 - Senior League
4. Manager of Golf Operations Report
 - Financial Report
 - Marketing
 - Special Projects
5. Director's Report
6. Concessionaire Report
7. Comments by Committee Members

Please note that, upon reasonable notice, at least 24 hours in advance, efforts will be made to accommodate the needs of disabled individuals through appropriate aids and services.

For additional information to request this service, please contact the Parks Division at 364-2929, 2351 Springbrook Court, Beloit, WI, 53511

MINUTES
MUNICIPAL GOLF COMMITTEE
WEDNESDAY, MAY 17TH, 2017 @ 7 A.M.
KRUEGER HASKELL GOLF COURSE CLUBHOUSE

The regular meeting of the Municipal Golf Committee of the City of Beloit, WI was held on May 17th, 2017 at the Krueger Haskell Golf Course Clubhouse. The meeting was called to order at 7:02 a.m.

Members Present: Ed Armstrong, Gary Gard, William Maze Jr, Chris Moxley, Harry Wiersgalla

Members Absent: Ida, Lenz

Staff: Brian Ramsey, Director of Parks & Leisure Services
Mark Young, Golf Course Supervisor

Guests: Isaam El-Amin, Mark Preuschl – City Council Representative.
Tom Hankins

1. **Call to Order** – Ed Armstrong called meeting to order at 7:02 AM.
2. **Approve Minutes from April 19th, 2017 Meeting** – Ed Armstrong had corrections to the minutes: 7. Concessionaire Report – 2nd sentence change contract to contact. The final paragraph Ed Armstrong entertained the motion for adjournment. Bill Maze made the motion for adjournment. Ed Armstrong comments on page 3, in regards to the article coming out, Ed asked when will the article come out and Mark's response was sometime in April. Gary Gard - 4. Club Reports – seniors remove last line so returnee players. Motion to accept changes to minutes Gary Gard; seconded by Harry Wiersgalla. Motion passed unanimously.
3. **Citizen Participation-** Mark Preuschl is now going to be a City Council Representative for the meetings.
4. **Club Reports**
 - Men's – We have sign up for The Rock Cup for June 10th – 11th, 2017. This is an event between Krueger Men's League and the Beloit Club Men's League. We have 40 participants 20 from each group. Men's League first meeting scheduled for Thursday, May 18, 2017 at 4:30 pm. Participation is about where we anticipated around 80 members.
 - Women's – Tuesday, May 16th, 2017 was the first time Women's League could golf in month of May. There are 7 – 18 holer teams and 6 – 9 holer teams.

- Seniors – Week of May 12th, 2017 had 59 players for 9 teams. May 19th, 2017 will not play due to a Crime Stoppers Event that day. Picked up total of 2 new players.
- Mark Preuschl asked if they advertise at Grinnell Hall. Gary stated we have this group since 1983 and it is by word of mouth.

5. **Manager of Golf Operations Report-**

- **Financial Report** – Daily Fee Report – month of April was \$8,989 combined February and March have a good start. April daily fees were down due to the weather. Season passes for April \$18,616. \$20,000 short on passes. We need sell the single season passes. Cart passes were below projection, which will pick up in May. The weather for the first part May has not cooperated.
 - Saturday, May 13, 2017 play day for Community Against Cancer had 52 golfers. Friday, May 19, 2017 have Crime Stoppers play day with 14 foursomes and Saturday, May 20, 2017 have Kamppi play day with 19 foursomes scheduled.
 - Mark contacted Golf Now to do an email blast and get other items on social media to get more play that is helping the revenue.
College kids are back staff will be better in club house and on the course.
 - **Marketing** – We use Twitter, Facebook and Golf Now. Placing ads in The Beloit Daily News and Instagram. Golf Now has been sending out emails for extra daily play. Five (5) Play Days booked for June and hosting the Father/Child Tournament which will be held one day of the June 17th weekend.
 - **Special Projects** – There are no special projects right now. Gary Gard stated that they have about \$3,000 from the T-sign advertisement to give to projects.
 - **Cart Shed Roof** – Mark wanted to thank Ed Armstrong for doing work on the cart shed roof.
6. **Director's Report** – Concerned with season pass sales. Currently at 77% for season pass sales. We are proposing win a cart pass with a purchase of a season pass. This is for all golfers who have purchased a 2017 season pass or for purchasing for the first time this year. Season pass holders will have their name entered into the drawing for every new pass purchased. The more referrals the more chances to win a season cart pass.
7. **Concessionaire Report** – Tom Hankins was able to report that it has been slow start for him. He opened on April 1, 2017. The weather has not been our friend. A lot of days were closed. He says he has to crawl before he can walk. When he is open he is busy, the crowds are hanging around. Tom stated he had a good weekend for the Community Against Cancer May 13th, 2017. The participants for this play day have gone down. Kamppi dropped from 140 to 80 participants. It seems to be a trend for

the play days to have fewer participants. Tom has 2 nice events the weekend of May 20th and 21st, 2017. Good things are coming. Tom stated the participants in the play days are not as many as previous years. Tom is has some ideas he wants to try. They are going to open the outside grill this weekend.

8. Comments by committee members

Chris Moxley – Nothing.

Harry Wiersgalla – Thank Tom Hankins for opening the concessions.

Requested Mark Young's top 3 items for a wish list.

Response:

1. Maintenance shop parking lot paved.
2. Patio outside – get that opened for play days, tents, tables and bigger groups
3. Ponds – want to get those fixed

What is needed as a major expense needed now?

- Cart paths have wear and tear
- Club House – age of it
- Bunkers – need to be redone.

William Maze Jr – Would like to advertise on the Pool sign for the 90th Anniversary.

Would like to see more advertising for the 90th Anniversary. Would like to discuss the prices the rest of year for 2018 and discuss discount passes for both season pass and cart pass.

Gary Gard – Nothing. Had to leave meeting early

Ed Armstrong- Thank Mark Preuschl for attending.

Ed Armstrong entertained a motion for adjournment; Bill Maze made a motion; seconded by Harry Wiersgalla. Motion passed unanimously. The meeting was adjourned at 8:04 AM.

Minutes prepared by Anne Hill

CITY OF БЕЛОИТ
HISTORICAL ACTUALS COMPARISON REPORT

FOR PERIOD 05 OF 2017

ACCOUNTS FOR:	PRIOR YR3 ACTUALS	PRIOR YR2 ACTUALS	LAST YR ACTUALS	CURRENT YR ACTUALS	CY REV BUDGET
0021 KRUEGER-HASKELL GOLF COU					

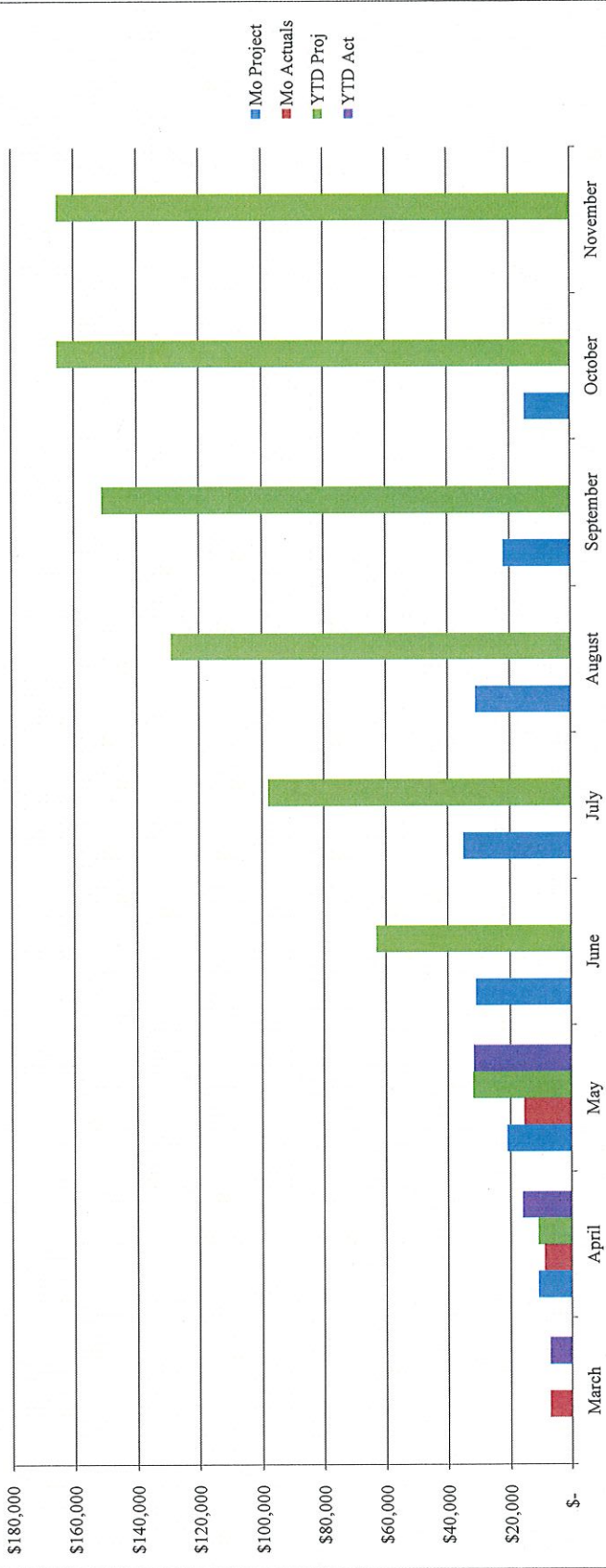
21707386 KRUEGER-HASKELL GOLF COURSE					
21707386 403001 TAX LEVY - SUBSIDY	-50,000.00	-50,000.00	-50,000.00	-50,000.00	-50,000.00
21707386 4413 INTEREST INCOME	335.29	-2.66	-4.33	-8.48	.00
21707386 45205 DAILY FEES	-37,569.16	-27,702.32	-33,599.02	-31,674.43	-165,252.00
21707386 45210 SEASONAL PASS	-86,714.95	-86,117.80	-74,242.86	-72,848.20	-90,918.00
21707386 45211 CART PASSES	-28,900.84	-31,639.75	-28,029.47	-27,658.72	-27,490.00
21707386 45213 CART RENTALS	-19,677.13	-20,551.62	-15,269.29	-16,849.22	-106,634.00
21707386 45214 STORAGE FEES	-973.93	-947.86	-379.15	-473.93	-420.00
21707386 45216 TRAIL FEES	-584.36	-825.45	-853.08	-853.08	-1,135.00
21707386 45217 OTHER FEES	-1,169.21	-831.89	-591.99	-720.37	-1,819.00
21707386 45275 CONCESSION REVENUE - 8%	-1,200.00	-3,000.00	-2,400.00	.00	-10,500.00
21707386 4553 PRO SHOP REVENUE	-1,149.23	-1,019.53	-1,279.71	-1,450.03	-8,000.00
21707386 4699 OTHER INCOME	.00	.00	.00	-147.00	-1,590.00
TOTAL KRUEGER-HASKELL GOLF COURSE	-227,603.52	-222,638.88	-206,648.90	-202,683.46	-463,758.00
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TOTAL REVENUES	-227,603.52	-222,638.88	-206,648.90	-202,683.46	-463,758.00
GRAND TOTAL	-227,603.52	-222,638.88	-206,648.90	-202,683.46	-463,758.00

FOR 2017 13

	ORIGINAL APPROP	TRANSFRS/ ADJUSTMTS	REVISED BUDGET	YTD EXPENDED	ENC/REQ	AVAILABLE BUDGET	PCT USED
0021 KRUEGER-HASKELL GOLF COURSE							
21707386 KRUEGER-HASKELL GOLF COURSE							
21707386 403001 TAX LEVY - SUBSIDY	-50,000	0	-50,000	-50,000.00	.00	.00	100.0%
21707386 4413 INTEREST INCOME	0	0	0	-8.48	.00	8.48	100.0%
21707386 455205 DAILY FEES	-165,252	0	-165,252	-33,576.63	.00	-131,675.37	20.3%*
21707386 455210 SEASONAL PASS	-90,918	0	-90,918	-72,848.20	.00	-18,069.80	80.1%*
21707386 455211 CART PASSES	-27,490	0	-27,490	-27,658.72	.00	168.72	100.6%
21707386 455213 CART RENTALS	-106,634	0	-106,634	-17,675.22	.00	-88,958.78	16.6%*
21707386 455214 STORAGE FEES	-420	0	-420	-473.93	.00	53.93	112.8%*
21707386 455216 TRAIL FEES	-1,135	0	-1,135	-853.08	.00	-281.92	75.2%*
21707386 455217 OTHER FEES	-1,819	0	-1,819	-720.37	.00	-1,098.63	39.6%*
21707386 455275 CONCESSION REVENUE	-10,500	0	-10,500	.00	.00	-10,500.00	0%*
21707386 4553 PRO SHOP REVENUE	-8,000	0	-8,000	-1,554.28	.00	-6,445.72	19.4%*
21707386 4699 OTHER INCOME	-1,590	0	-1,590	-147.00	.00	-1,443.00	9.2%*
TOTAL KRUEGER-HASKELL GOLF COURSE	-463,758	0	-463,758	-205,515.91	.00	-258,242.09	44.3%
TOTAL KRUEGER-HASKELL GOLF COURSE	-463,758	0	-463,758	-205,515.91	.00	-258,242.09	44.3%
TOTAL REVENUES	-463,758	0	-463,758	-205,515.91	.00	-258,242.09	44.3%
GRAND TOTAL	-463,758	0	-463,758	-205,515.91	.00	-258,242.09	44.3%

** END OF REPORT - Generated by Anne Hill **

KHGC-2017-PROJECTION REPORT-DAILY FEES



	March	April	May	June	July	August	September	October	November	December
Mo Project	\$ -	\$ 11,000	\$ 21,000	\$ 31,000	\$ 35,000	\$ 31,000	\$ 22,000	\$ 15,000	\$ -	\$ -
Mo Actuals	\$ 7,148	\$ 8,989	\$ 15,537							
YTD Proj	\$ -	\$ 11,000	\$ 32,000	\$ 63,000	\$ 98,000	\$ 129,000	\$ 151,000	\$ 165,252	\$ 165,252	\$ 165,252
YTD Act	\$ 7,148	\$ 16,137	\$ 31,674							
Balance	\$ 7,148	\$ 5,137	\$ 326							

