

# **MUNICIPAL GOLF COMMITTEE**

**Regular Meeting**  
**Wednesday, September 20, 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, SEPTEMBER 20<sup>TH</sup>, 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 September 20<sup>th</sup>, 2017 at the Krueger Haskell Golf Course Clubhouse. The meeting was called to order at 7:103 a.m.

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

Members Absent: Chris Moxley, Harry Wiersgalla, Isaam El-Amin

Staff: David Nord, Interim Public Works Director  
Jodine Saunders, Interim Director of Operations & Parks  
Mark Edwards, Interim Superintendent of Operations & Parks  
Mark Young, Golf Course Supervisor  
Mark Preuschl, City Council

Guests: Steve Fergar, Jerry Hoey, Brian McMillian

1. **Call to Order** – Ed Armstrong called meeting to order at 7:10 AM.
2. **Approve Minutes from August 16<sup>th</sup>, 2017 Meeting** – **Motion** to approve by Bill Maze; Chris Moxley seconded. Motion passed unanimously.
3. **Citizen Participation** – **Jerry Hoyer**, not happy with the Daily News Article regarding the free golf for volunteers.  
**Steve Fergar** – Past member and Chair of the Park and Recreation Committee back to the 1980's. He knows how the commission operates and how golf courses operate. He does not want the golf course to close. Golf Courses operate differently than other places due to the manpower needed to run it. Mark Young is the best thing that has ever happened to this golf course. The condition of this golf course and the operation over the last 5-6 years has improved dramatically under his leadership.  
**Brian McMillian** – Volunteers are all good people. We all love this golf course and everything that goes on here. Because the volunteers love this course the council should appreciate these people.  
**Gary Gard** – was a later person called into the City Attorney investigator. Gary's history he has worked 7 years with law enforcement as an intelligence analyst. He has been part of interrogations with his position; the gentleman who the City Attorney had appointed to handle this investigation treated all the people who came in for interviews as criminals. Everyone felt that way also. When Gary went in for his interview the investigator never shook Gary's hand, never introduced himself, walked him into a room and put a tape recorder down and said it was an audio investigation. Gary stated he was never informed

'about the questions. Gary didn't know if he was being investigated or if he was in trouble or giving witness against someone else there was no front end to the interview.

#### 4. Club Reports

- Men's – The league finish with the September 16, 2017 play day. A lot of golfers in attendance 15 teams and added to that from the golfers who played earlier in the day. Ed wanted to thank all the Volunteers who added a great part to the play day. The steak fry at the end provided by Tom from the concession was wonderful.
- Women's – About finished with season week of September 25<sup>th</sup> will be last week. Not many ladies in the league but still hanging on.
- Seniors – 45-50 seniors on Friday. If cloudy or cooler, men don't come out in the cooler weather. Seniors play until the last Friday in October.

#### 5. Manager of Golf Operations Report –

- **Financial Report - Revenue Report** – Everything in line since last year. The Season Passes have been dropping. Most of revenue loss is from the season pass. Not much change from 2016 to 2017, but a big drop from 2015 to 2017. Most of revenue lost is from season passes. Close to last year at this time. Daily play is down about \$900, Season Passes is down \$1800, Pro Shop revenue is up quite a bit now that we are selling from Titleist instead from the Beloit Club. Monthly income cart rentals are down due to running specials that have a cart and daily play. Daily Fees for August miss by \$400. We had a play day cancel due to not enough players. If that would have occurred, our Daily Fees for August would have been over. The year down still \$7700. Hope to pick up. Woodward Governor has a play day the first weekend in October. They have 38 teams due to the new plant built on Perryville Rd in Rockford. About 1/3 more from last year play day.
- **Expense Report** – Almost on track as last year. The big difference is maintenance on equipment this year. Every piece of equipment had to be repaired this year. We are over about \$10,000 in equipment maintenance from 2016. Vehicle replacement has been added this year in the budget for \$10,000. Between vehicle replacement and maintenance equipment if we were to remove these two line items we are under budget.
- **Marketing** – TV ads are almost done. Radio ads will be done at the end of September. The budget is close to the end, will run one more newspaper ad for the 2018 season pass sale in December.
- **Special Projects** – There are no special projects right now. The pump house will be done September 20, 2017. The insurance is paying minus the \$1500 deductible. Everything will be up and running and now Mark Young will not

have to come back every night to turn on the irrigations system. A few sprinklers need repair.

6. **Director's Report** – Jodine gave out her personal apologies for anyone whose feelings were hurt. We still have a business of the Golf Course to run. She wants to keep moving on the issues of the course. She wants better communications between herself and Mark Edwards with the committee. Wants the golf course as viable as they can make it. Jodie wants to make the course financially viable on its own. She wants this to happen together, with the committee. Goal is to do better each and every year. Wants to make sure the paperwork gets handled correctly.
7. **Concessionaire Report** – Tom Hankins not present.
8. **Comments by committee members**

**Gary Gard** - Gary heard with the story breaking about Krueger Golf Course that Glen Erin is offering next years' golf pass this year and they can finish out the year with the pass for next year. Jerry Hoey said it was true that he received an email regarding this from Glen Erin. That is the stuff that comes out negative about Krueger that hurts us with citizens playing at Krueger. City needs to understand marketing issues.

**William Maze Jr** – Save money at Golf Course put a well in golf course. Save on paying for city water. Jodie response is that it illegal. It's regulated by the state. Volunteers do a lot of work out here. Bought the Girls Scouts building? Why?

**Ed Armstrong** - pointed out the 1 or many groups that come out to the golf course. This is Beloit residents and non-residents. This is one group of many that will collect together. All of them have a season pass and those are all seniors here. This is part of what makes up the golf course on a daily basis. The golf course keeps the seniors young. The message is how do we salvage the negativity? What we can we do to drive the golf course forward on a positive note? Ed wanted to personally thank Mark Young for all his hard work. Ed also explained as to why he was stepping down as president from the Men's League at the end of the year. It was due to questions raised by City Council members as to why a non-resident is president of the league speaking to the Council. So he decided to step down.

**Chris Moxley** – Nothing.

Ed Armstrong entertained a motion for adjournment; Gary Gard made a motion; seconded by Bill Maze. Motion passed unanimously. The meeting was adjourned at 8:15 A.M.

Minutes prepared by Anne Hill

FOR 2017 09

	ORIGINAL APPROP	REVISED BUDGET	YTD EXPENDED	MTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED
0021 KRUEGER-HASKELL GOLF COURSE							
21707386 KRUEGER-HASKELL GOLF COURSE							
21707386 403001 TAX LEVY - SUBSIDY	-50,000	-50,000	-50,000.00	.00	.00	.00	100.0%
21707386 4413 INTEREST INCOME	0	0	-22.44	-3.73	.00	22.44	100.0%
21707386 45205 DAILY FEES	-165,252	-165,252	-141,125.05	-19,813.42	.00	-24,126.95	85.4%
21707386 45210 SEASONAL PASS	-90,918	-90,918	-77,115.97	-298.58	.00	-13,802.03	84.8%
21707386 45211 CART PASSES	-27,490	-27,490	-28,779.10	.00	.00	1,289.10	104.7%
21707386 45213 CART RENTALS	-106,634	-106,634	-71,133.47	-11,073.91	.00	-35,500.53	66.7%*
21707386 45214 STORAGE FEES	-420	-420	-473.93	.00	.00	53.93	112.8%
21707386 45216 TRAIL FEES	-1,135	-1,135	-853.08	.00	.00	-281.92	75.2%
21707386 45217 OTHER FEES	-1,819	-1,819	-2,327.95	-251.18	.00	508.95	128.0%
21707386 45275 CONCESSION REVENUE	-10,500	-10,500	-3,200.00	-1,200.00	.00	-7,300.00	30.5%*
21707386 4553 PRO SHOP REVENUE	-8,000	-8,000	-5,745.04	-815.88	.00	-2,254.96	71.8%*
21707386 4699 OTHER INCOME	-1,590	-1,590	-147.00	.00	.00	-1,443.00	9.2%*
TOTAL KRUEGER-HASKELL GOLF COURSE	-463,758	-463,758	-380,923.03	-33,456.70	.00	-82,834.97	82.1%
TOTAL KRUEGER-HASKELL GOLF COURSE	-463,758	-463,758	-380,923.03	-33,456.70	.00	-82,834.97	82.1%
TOTAL REVENUES	-463,758	-463,758	-380,923.03	-33,456.70	.00	-82,834.97	82.1%
GRAND TOTAL	-463,758	-463,758	-380,923.03	-33,456.70	.00	-82,834.97	82.1%

\*\* END OF REPORT - Generated by Mark Young \*\*

10/12/2017  
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CITY OF BELOIT  
HISTORICAL ACTUALS COMPARISON REPORT

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FOR PERIOD 09 OF 2017

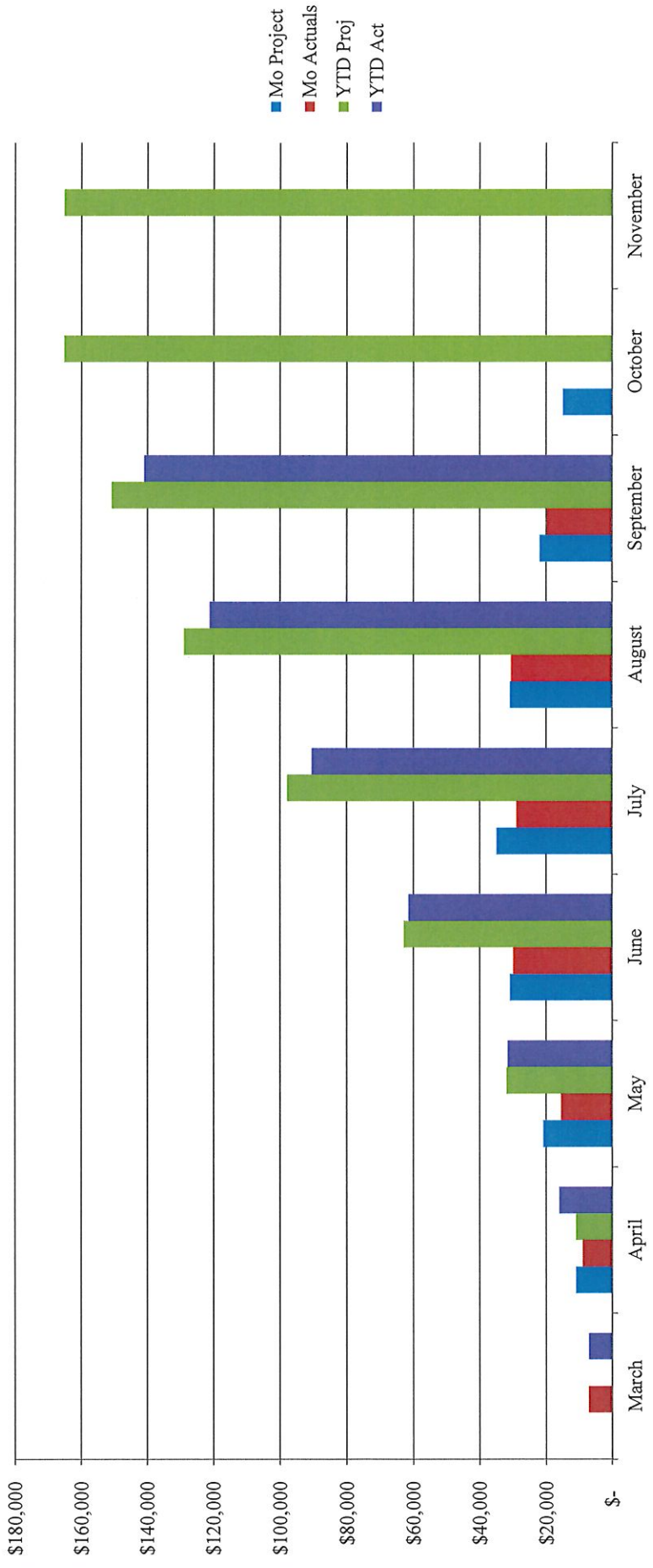
ACCOUNTS FOR:  
0021 KRUEGER-HASKELL GOLF COU

21707386 KRUEGER-HASKELL GOLF COURSE

	PRIOR YR3 ACTUALS	PRIOR YR2 ACTUALS	LAST YR ACTUALS	CURRENT YR ACTUALS	CY REV BUDGET
21707386 403001 TAX LEVY - SUBSIDY	-50,000.00	-50,000.00	-50,000.00	-50,000.00	-50,000.00
21707386 4413 INTEREST INCOME	304.13	-11.10	-10.65	-22.44	.00
21707386 45205 DAILY FEES	-148,063.89	-141,766.34	-139,467.32	-141,125.05	-165,252.00
21707386 45210 SEASONAL PASS	-90,560.92	-89,801.38	-78,451.38	-77,115.97	-90,918.00
21707386 45211 CART PASSES	-30,763.39	-33,437.08	-28,749.85	-28,779.10	-27,490.00
21707386 45213 CART RENTALS	-84,488.14	-86,276.12	-70,910.08	-71,133.47	-106,634.00
21707386 45214 STORAGE FEES	-973.93	-947.86	-379.15	-473.93	-420.00
21707386 45216 TRAIL FEES	-871.09	-825.45	-853.08	-853.08	-1,135.00
21707386 45217 OTHER FEES	-2,271.58	-2,106.53	-1,465.55	-2,327.95	-1,819.00
21707386 45275 CONCESSION REVENUE - 8%	-7,200.00	-9,000.00	-6,000.00	-3,200.00	-10,500.00
21707386 4553 PRO SHOP REVENUE	-3,884.77	-4,116.76	-3,766.28	-5,745.04	-8,000.00
21707386 4699 OTHER INCOME	.00	.00	.00	-147.00	-1,590.00
TOTAL KRUEGER-HASKELL GOLF COURSE	-418,773.58	-418,288.62	-380,053.34	-380,923.03	-463,758.00
TOTAL KRUEGER-HASKELL GOLF COURSE	-418,773.58	-418,288.62	-380,053.34	-380,923.03	-463,758.00
TOTAL REVENUES	-418,773.58	-418,288.62	-380,053.34	-380,923.03	-463,758.00
GRAND TOTAL	-418,773.58	-418,288.62	-380,053.34	-380,923.03	-463,758.00



## 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	\$ 29,951	\$ 29,052	\$ 30,635	\$ 19,813			
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	\$ 61,625	\$ 90,677	\$ 121,312	\$ 141,125			
Balance	\$ 7,148	\$ 5,137	\$ 326	\$ 1,375	\$ 7,323	\$ 7,688	\$ 9,875			