



JUNIPER GOLF COMMISSION MEETING MINUTES

Date and Time: 09 December 2011; 2:00 pm

Location: Juniper Golf Course; 1938 SW Elkhorn Avenue, Redmond

Commission Members Present: Paul Klotz; Pam Garney; John Brenton; Don Noldge; Bill Saling; Ed Boero, City Council Liaison

City Staff Present: Chris Doty, Director of Public Works; Jason Neff, Finance/Budget Manager; Summer Sears, Controller; Susan Bailey, Public Works Administration

CourseCo/Juniper Staff Present: Tom Isaak, CourseCo; Tom Bugbee, CourseCo; Steve Bratcher, CourseCo

Media/Others Present: Trish Pinkerton, Redmond Spokesman

CALL TO ORDER

Paul Klotz welcomed the Commission and called the meeting to order at 2:00 pm.

PUBLIC COMMENTS (*Items Not on the Agenda*)

No members of the public were present.

APPROVAL OF MINUTES

MOTION: Saling moved to approve the minutes of 27 October 2011, as written, second by Noldge, motion unanimously passed.

John Brenton arrived at the meeting (2:05pm).

DISCUSSION/DECISION ITEMS

1. Monthly Update and Review of October Financials

Bugbee noted that he was happy with the financial results and that the team did a good job controlling expenses. He indicated that revenues were slightly off for the month. Bugbee reported that maintenance was slightly over budget as some expenses were deferred from earlier months; however, winterizing efforts will result in savings in future months. Bugbee indicated that overall they were close to the budgeted numbers and are ahead for the year.

Doty asked for insight on November numbers and Bugbee explained that they are not available yet. Noldge asked about maintenance costs decreasing for the winter. Bugbee explained that the superintendent may have some different timing on the budget with weather being a factor. He anticipates that they should meet the bottom line budget.

Neff stated that the City will do an evaluation and re-projection of the budget in January and asked if there were any items that needed to be changed. Bugbee will forecast mid-year financial results for incorporation into the new budget. Neff noted that there will be a January 25th budget projection meeting.

Garney asked about upcoming Council presentations for the new year and Doty explained that there will be two Council updates per year with February 28th being the first. Doty reported that the fee increase information was given to Council and that they noted concerns with people having to pay more.

Noldge asked about the upcoming bond payment. Doty explained that the policy is based on a cash flow projection with an additional 30% buffer. The payment will be determined based on the November/December cash flow. Brenton asked about rounds played being down 24%, membership rounds down 2% and comp rounds. Bugbee explained that comp rounds are for employees, charities, and other PGA professionals; anyone that pays a fee is not a comp round.

2. Course Co Report/ Operational Update

Bugbee noted that Steve Bratcher will start in the General Manager role on December 26, 2011. He reported that Carol Burnett has been very active and engaging in the community, and that she is informing the community about what Juniper has to offer. Operations will be pared down for the winter and they will be working on equipment. Bugbee reported that they are putting together the calendar of events for next year.

Bugbee reported that they are working with Doty and the City regarding social gaming. Bugbee noted that a social gaming license is required to allow players to play a casual game of cards at the facility. Doty explained that the City's policy is restrictive and that CourseCo will need to go through the process and get Council approval; Council would need a recommendation from the Commission. Doty explained that card playing will need to be in a separate room and that they will need to move forward as the process is lengthy. Isaak clarified that this is just for "friendly" card games such as bridge, gin, poker, etc. Doty noted that the code does not allow any exchange of money and that the approximate cost of the license is \$300. All Commissioners were in agreement to move forward with obtaining the social gaming license.

Councilor Boero arrived at the meeting (2:22 pm).

Klotz suggested that this information be communicated to the membership to inform them that CourseCo is in the process of taking the steps required to allow poker games to continue.

3. Membership Range Ball Discount Discussion

Klotz stated that the membership range ball fees and restaurant rate changes have been the most contentious. Bugbee explained that as of January 1st, members will be able to purchase \$2.00 tokens instead of \$3.00 tokens for the ball machine. There will also be a discount card available; however, the final dollar amount has not been determined. Bugbee noted that an additional benefit is that users will be able to go straight to the range. Isaak noted that the course will be able to merchandise range balls to the public and also account for the sales of range balls. Klotz clarified the \$150 unlimited range ball fee. Bugbee explained that they are trying to make the programs reasonable for small, medium and large range users. The Commission discussed various denominations of cards and discount comparisons.

Boero asked about how club members are responding to the fee increase. Garney noted that more communication should occur. Klotz commented that the fee increase has not been positive, but hopefully people will weigh out the options. Isaak stated that they recognize the sensitivity of the issue, especially for active range users, but in the end it creates lower membership fees for all members. Klotz noted that there is not a 100% perfect option; however, he would still like to see the food minimum go away. Isaak concurred that they would like to move toward that. Noldge suggested doing a comparison of other courses and their breakdown of fees. Bugbee noted that the course needs to provide value.

Garney discussed the board and transition committee roles and their need to work with management. Klotz noted that there have not been board meetings or updating of officers. Isaak commented that the issue is important for establishing social calendars so that members' needs are accommodated. Klotz suggested that the men's and women's club presidents participate on the board.

Noldge asked if greens fee rates increased for 2012, and Bugbee clarified that they did not. Noldge noted that the burden is on the membership if the general public fees are not raised. Isaak clarified that there was no change for this budget year as they must increase public play. Bugbee noted a difference in price for

member and public rounds. Saling suggested regular meetings for the membership so they feel part of the operation and can have input. Bugbee noted that the benefits of membership could be written down and available to members.

Klotz summarized that the following could be communicated to the members regarding range balls: \$2.00 instead of \$3.00 for tokens; range cards 40% off; \$150 for unlimited range balls per year, and; different load options for cards. Bugbee stated that he will have sheets at the bar and pro shop by Monday that will list the options. Noldge clarified that the increase in range ball fees has offset membership fees from being increased. Boero noted that the bottom line is to meet financial obligations so we can remain sustainable.

COMMISSIONER/STAFF COMMENTS

Garney noted that the entry sidewalk areas need to have better lighting.

Doty noted that when the fee increase was approved the intermediate fee was incorrect, it should be \$5.00 and not \$15.00 dollars; it will be adjusted as allowed in the contract.

PUBLIC COMMENTS

There were no public comments.

ADJOURN

There was no further business. The meeting was adjourned at 3:18 pm.

Next Meeting: The next meeting will be 26 January 2012, at 2:00pm, at the Juniper Golf Course.

APPROVED by the Juniper Golf Commission and SIGNED by the Chairperson this 26th day of January, 2012.



Chairperson