



JUNIPER GOLF COMMITTEE

July 24, 2019 • 8:00 AM – 10:00 AM

City of Redmond, City Hall, Room 207, 411 SW 9th St Redmond, OR

AGENDA

COMMITTEE MEMBERS

Matt McGowan
Chair

Pam Garney
Vice Chair

Andrew Fitch
Member

Tom Majchrowski
Member

Don Noldge
Member

Ian Bremont
Youth Ex-Officio

John Bullock
Council Liaison

Annie McVay
Staff Liaison

CALL TO ORDER

INTRODUCTIONS

PUBLIC COMMENT

APPROVAL OF MINUTES

1. Review of Minutes from June 25, 2019

DISCUSSION ITEMS

1. Operational and Financial Update (Presentation/Review)
2. Course Superintendent Update
3. Consider Recommendation from the Juniper Negotiating Team on management contract renewal with CourseCo.

COMMITTEE MEMBER/STAFF COMMENTS

ADJOURN

Anyone needing accommodation to participate in the meeting must notify the City's ADA Coordinator, at least 48 hours in advance of the meeting at 541-504-3032, or through the Telecommunications Relay Service (TRS) which enables people who have difficulty hearing or speaking in the telephone to communicate to standard voice telephone users. If anyone needs Telecommunications Device for the Deaf (TDD) or Speech To Speech (STS) assistance, please use one of the following TRS numbers: 1-800-735-2900 (voice or text), 1-877-735-7525 (STS English) or 1-800-735-3896 (STS Spanish). The City does not discriminate on the basis of disability status in the admission or access to, or treatment, or employment in, its programs or activities.



JUNIPER GOLF ADVISORY COMMITTEE

June 25, 2019

City of Redmond, City Hall, Room 207
411 SW 9th St Redmond OR

Committee Members Present: Pam Garney, Matt McGowan, Don Noldge, Tom Majchrowski, Andrew Fitch

Committee Members Absent: None

Youth Ex Officio:

City Staff: Annie McVay, *Parks Division Manager*; Staci Black, *Public Works Administrator*; Keith Witcosky, *City Manager*

CourseCo/Juniper Staff: Travis Kane, *General Manager*; Chanaan Fasanello, *CourseCo/Juniper*; Michael Sharp *CourseCo*

Council Liaison: Jon Bullock

Visitors: None

Media: None

(The 3 digits after a motion title show the number of members voting in favor/opposed/abstaining.)

CALL TO ORDER

Chair, Matt McGowan called the meeting to order at 8:03 a.m. with a quorum of members (5 of 5) present.

INTRODUCTIONS

Committee members, City and CourseCo staff introduced themselves.

PUBLIC COMMENT

None

APPROVAL OF MINUTES

Motion 1 (5/0/0): Pam made a motion to approve the May 29, 2019 minutes, Tom 2nd the motion. The motion passed unanimously.

DISCUSSION/DECISION ITEMS

1. Operational and Financial Update

Decent month of weather with on one week of rain and colder temperatures. Traveling groups from the West of the mountains was the theme this month. We are \$19-,919.00 behind our net operating income for the month, and \$35,596.00 behind of the YTD budget.

2. Course Superintendent Update:

Continued to train the staff on new tasks. Edged and weeded the bunkers, continue to make repairs to the irrigation system. Made some agronomic adjustments to the greens and fairways and hand watering the dry spots daily.

Events/Communication:

Season programming is in full stride with a full calendar throughout the season. Which includes; Junior Golf Program; Friday Night Couples Event; Band on the Patio; Monthly Dinner; and Ladies Academy for Beginners.

3. Update on Contract Renegotiation

The renegotiation team recommends that CourseCo’s contract be extended for 5 years; Leverage a \$100,000.00 investment; Pursue due diligence and feasibility study for and event pavilion; Include a renegotiation clause for longer term contract dependent upon event pavilion due diligence; Improve marketing and local awareness; and more consistent customer experience is needed.

COMMITTEE MEMBER – STAFF COMMENTS

It was discussed to change from a monthly meeting to a quarterly meeting. **Motion 1** (5/0/0): Tom made a motion to change the meetings to quarterly, Pam 2nd the motion. The motion passed unanimously.

Next Meeting: July 24, 2019 at 8:00 a.m.

ADJOURN

With no further business, Matt adjourned the meeting at 8:53 a.m.

APPROVED by the Juniper Golf Committee and SIGNED by me this _____ day of _____, 2019.

ATTEST:

Matt McGowan
Chair

Annie McVay
Parks Division Manager

Summary

June

- Events, Events and more events.
- Ladies 9 Hole Invite, Central Oregon Scramble, Les Schwab Corp Team, Golfers 4 Scholars, Desert Rose Invitational and NW Golf Guys to name a few.
- \$896 ahead of NOI budget for Month
- Finished at (\$13,764) YTD NOI



Year over Year

- Increase revenues by \$35,879
- Able to increase APR by \$0.69
- Able to increase GF/CRT revenue by \$9,093
- Able to increase Membership Sales by \$8,307
- Able to increase FnB Sales by \$9,327

<u>June</u>	Revenues				Revenues		
	CM	PY	% of Change		YTD	PY	% of Change
Actuals	\$ 275,553.00	\$ 260,904.00	5%	Actuals	\$ 1,954,283.00	\$ 1,929,653.00	1%
Budget	\$ 251,671.00	\$ 227,642.00	10%	Budget	\$ 1,917,396.00	\$ 1,757,154.00	8%
variance	\$ 23,882.00	\$ 33,262.00	-39%	variance	\$ 36,887.00	\$ 172,499.00	-368%

	Expenses				Expenses		
	CM	PY	% of Change		YTD	PY	% of Change
Actuals	\$ 211,983.00	\$ 184,144.00	13%	Actuals	\$ 1,968,868.00	\$ 1,914,430.00	3%
Budget	\$ 188,993.00	\$ 176,877.00	6%	Budget	\$ 1,897,203.00	\$ 1,754,522.00	8%
variance	\$ 22,990.00	\$ 7,267.00	68%	variance	\$ 71,665.00	\$ 159,908.00	-123%

Membership Sales

- Continue to gain memberships. A single added family to membership, gained another two new families and two more socials.

Memberships	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>
<i>Single</i>	70	73	74	75	72	75	73
<i>Family</i>	43	43	44	45	44	46	49
<i>Intermediate</i>	24	22	21	21	20	21	21
<i>Business</i>	8	9	9	9	9	10	10
<i>Non Res</i>	2	2	2	3	3	3	3
<i>Social</i>	32	33	33	39	46	47	49
<i>Partial</i>	7	4	4	4	4	4	4
<i>PDP</i>	63	64	63	67	82	90	90
Totals	249	250	250	263	280	296	299

Around the Course

- De-thatching fairways throughout the month
- Continue to make irrigation adjustments
- Greens are in great shape
- #2 green continues to be in great shape
- Hand watering dry spots as necessary



Events / Communication

Having great turnouts for all events. ManGal turns 50 this year.

JUNIPER GOLF COURSE
JUNIOR GOLF PROGRAM



SESSION 1 JUL 9-11
SESSION 2 AUG 20-22

AGES 5-7	AGES 8-10	AGES 11+
\$100	\$100	\$180
9-11AM	12-2PM	7-8PM

LEARN COMPETE HAVE FUN

JUNIPER GOLF COURSE
www.playjuniper.com
 (541) 548-3121

JUNIPER GOLF COURSE
 2 PERSON (MAN/WOMAN) SCRAMBLE

Friday Night

Couples

Event

MAY 31, JUNE 7, JULY 12, JULY 26, AUGUST 2

5:15PM START TIME - \$30 PER PERSON
 INCLUDES: GREEN FEE | CART | RANGE BALLS | DINNER
 Men: White Tees - Ladies: Red Tees
 *All age groups welcome, no charge for the golf club and bag fee.

THE VIEW, TAP AND GRILL AT JUNIPER GOLF COURSE

BAND ON THE PATIO
 SUMMER MUSIC SERIES | 5PM-8PM

AUGUST SCHEDULE

- 8/2 She said, He said
- 8/9 Lindy Gravelle
- 8/16 Allan Byer Bard
- 8/23 Appaloosa
- 8/30 High Banker

FOOD AND BEVERAGES AVAILABLE
 FAMILIES WELCOME

RESERVATIONS APPRECIATED:
aking@playjuniper.com
 541-548-3121

JUNIPER GOLF COURSE
Everyday Specials

MARTINI MONDAY
 Absolute Martinis | \$6
 Dirty Caesar Lemon-Drop Straight up
 Turkey Avocado Meli | \$13

PRIME RIB DINNER / 2 FOR TUESDAY
 Shot of Jameson and a PBR | \$6
 Prime Rib Dinner 5PM-8PM | \$15.99
 Reuben Sandwich | \$13

DUFF WEDNESDAY
 Chips and Salsa | \$2
 Tacos | \$3
 Margaritas | \$4
 French Dip Sandwich | \$15

THIRSTY THURSDAY
 Original Burger with Fries & 16oz Draft Beer | \$12
 Lamb Gyro Wrap | \$13

\$4 FRI-YAY!
 Live Bands from 5PM-8PM
 \$4 drafts on select kegs - Rotates Weekly
 Fish and Chips | \$14

CURE FOR THE COMMON WEEKEND
 Breakfast Served Until 2PM
 Tequila Sunrise, Screwdriver, or Greyhound | \$3

1938 SW Elkhorn Ave | Redmond, OR 97756 | (541) 548-3121 | www.playjuniper.com

August MONTHLY DINNER

FRIDAY, AUGUST 23, 2019 | COCKTAILS 4:30PM-5:30PM, DINNER 5:30PM-8:30PM

Menu

- Spinach, Feta, & Watermelon Salad with Red Dragon-Thyme Balsamic Vinaigrette
- Texas Style Oven Roasted Briskets with Berry BBQ
- Apricot-Soy Glazed Salmon
- Mexican Grilled Corn
- Bacon and Green Onion Red Potato Salad
- Key Lime Poke Cake with Tiramisu Caramel

\$22 MEMBERS
\$25 NON-MEMBERS

RSVP:
 Ahja King
aking@playjuniper.com
 (541) 548-3121

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CLUB CHAMPIONSHIP

JULY 27 & 28, 2019

ENTRY DEADLINE IS JULY 25

36 Hole Stroke Play Competition.
 Tournament Play will be by tee times from 8:30 AM each day.
 Hosted Burger & Brat BBQ after play on Sunday.

ENTRY FEE: \$35 PER PLAYER * applies to all green fees.

CALL THE GOLF SHOP TO SIGN UP: (541) 548-3121

JUNIPER GOLF COURSE
BEST BALL

Sept 7 & 8 | 7:30AM Start

Tournament Fee: \$270 per team
 Juniper member take \$20 per member off entry as green fee credit

ENTRY FEE INCLUDES:
 Practice Rounds on Friday | Two Tournament Rounds
 Hosted Lunch (Sat & Sun) & Tee Prize

CALL THE GOLF SHOP FOR MORE INFORMATION: (541) 548-3121

ENTRY DEADLINE: SEPTEMBER 4, 2019

50TH ANNIVERSARY
MANGal TOURNAMENT
 50TH ANNIVERSARY

AUGUST 10 & 11
 ENTRY DEADLINE AUGUST 7

CHAPMAN FORMAT
 Free Practice Round August 9

ENTRY FEE \$270 PER COUPLE

In House Survey Cards

	JAN			FEB			MAR			APR			MAY			JUN		
	Member	Non-Mem	OVERALL	Member	Non-Mem	OVERALL	Member	Non-Mem	OVERALL	Member	Non-Mem	OVERALL	Member	Non-Mem	OVERALL	Member	Non-Mem	OVERALL
Total Respondents	4.00	31.00	35.00	5.00	39.00	44.00	6.00	30.00	36.00	18.00	53.00	71.00	16.00	71.00	87.00	13.00	55.00	68.00
GOLF COURSE																		
Design/PlayAbility	5.00	4.50	4.75	5.00	4.47	4.73	4.80	4.50	4.65	4.67	4.95	4.81	4.77	4.79	4.78	4.56	4.63	4.59
Quality of Maintenance	5.00	4.50	4.75	5.00	4.67	4.83	4.80	4.83	4.82	4.75	4.95	4.85	4.69	4.71	4.70	4.56	4.74	4.65
Practice Facility	4.50	3.75	4.13	5.00	4.40	4.70	4.60	4.40	4.50	4.58	4.88	4.73	4.77	4.52	4.65	3.89	4.78	4.33
GOLF SHOP																		
Quality of Service	5.00	4.33	4.67	5.00	4.62	4.78	5.00	5.00	5.00	4.73	4.86	4.80	4.62	4.77	4.69	4.56	4.71	4.63
Merchandise Selection	4.50	3.67	4.08	5.00	4.46	4.78	4.75	4.67	4.71	4.27	4.71	4.49	4.00	4.39	4.20	3.89	4.69	4.29
Helpfulness of:																		
Shop Personnel	5.00	4.33	4.67	5.00	4.67	4.83	5.00	4.80	4.90	4.80	5.00	4.90	4.77	4.88	4.82	4.56	4.82	4.69
Starters	5.00	4.25	4.63	5.00	4.69	4.85	5.00	4.75	4.88	4.67	5.00	4.83	4.70	4.84	4.77	4.75	4.80	4.78
Cart Personnel	5.00	4.33	4.67	5.00	4.46	4.73	5.00	4.75	4.88	4.56	4.93	4.74	4.67	4.89	4.78	5.00	4.86	4.93
On Course Personnel	5.00	4.00	4.50	5.00	4.54	4.77	5.00	4.75	4.88	4.56	5.00	4.78	4.73	4.88	4.80	4.29	4.75	4.52
FOOD & BEVERAGE																		
Quality of Service	5.00	4.87	4.94	5.00	4.82	4.91	5.00	4.90	4.95	4.89	4.94	4.92	4.81	4.92	4.86	4.77	4.87	4.82
Quality of Food	5.00	4.81	4.90	4.60	4.64	4.62	4.83	4.80	4.82	4.56	4.94	4.75	4.69	4.76	4.72	4.23	4.75	4.49
OVERALL EXPERIENCE	5.00	4.81	4.90	5.00	4.78	4.89	5.00	4.92	4.96	4.76	4.96	4.86	4.73	4.88	4.81	4.64	4.82	4.73
Overall	4.92	4.35	4.63	4.97	4.60	4.78	4.90	4.76	4.83	4.65	4.93	4.79	4.66	4.77	4.72	4.47	4.77	4.62

	JULY		
	Member	Non-Mem	OVERALL
Total Respondents	4.00	29.00	33.00
GOLF COURSE			
Design/PlayAbility	4.00	4.83	4.42
Quality of Maintenance	4.00	4.50	4.25
Practice Facility	4.00	4.80	4.40
GOLF SHOP			
Quality of Service	4.50	4.50	4.50
Merchandise Selection	3.50	4.80	4.15
Helpfulness of:			
Shop Personnel	4.00	4.50	4.25
Starters	4.00	5.00	4.50
Cart Personnel	4.00	5.00	4.50
On Course Personnel	4.00	5.00	4.50
FOOD & BEVERAGE			
Quality of Service	4.25	4.90	4.57
Quality of Food	4.25	4.72	4.49
OVERALL EXPERIENCE	4.25	4.88	4.57
Overall	4.06	4.79	4.42

JUN '19

Excellent

Love you guys! Brittany & Dustin

We ate outside and had a great time. Dustin was our server and he was great. Very helpful

DH did very well service wise. Great 1st impression

Music for Band Jam too loud! Evan and Ryan were great!

Ryan and Evan - Awesome!

:)

Ryan was wonderful and very busy - pulled it off :)

Hank was so sweet! We loved him >>

Hank is phenomenal

Hank was awesome - timely and friendly even though it was busy

Hank was great - food (nachos) not as good as we experienced before

Please give Hank a bottle of Ridlen helping dose

We love James, Travis and Hank

Good Job!!

Hank is awesome!

Enjoyed our dinner and server Hank

Ryan was friendly and attentive

Love it here! Keep up the good work!

Thank you Always Good

Great service, great food

Great service - thanks!

Best prime rib dinner in town and price too! Music good, too loud to talk to each other

I would say higher on food - but can't. Besides music little overwhelming for conversations.

Great jazz music. It really enjoyable evening. :)

Excellent music!

Great service. Music was very enjoyable

Food was phenomenal. Service was great!

Good time

We showed up for a Portland General Electric function the service was awesome

Dustin is a very good waiter - kind, very friendly and easy on the eye. Give him a raise.

Thanks for having music on the patio. Had a great time with friends.

Thank you

Dustin was friendly and took great care of us. Love the patio!! We'll be back for live music soon!!

Dustin was very attentive. First time here on a girls night out. Thank you :)

Great place a 10 for view, food and service

Prime Rib Dinner - Excellent

It's Fathers Day and you only have one server on duty...with a golf tournament going on as well. Slow Service

Great Service and food! I will be back Ryan is very personable! :)

Hank and Ryan were awesome and Jen's food was absolutely amazing. B Gray.

Our server, Hank was great! Dinner, prime rib was excellent! :)

Great prime rib! Hank was a great server this evening! We will be back.

My waiter was awesome and so was my meal!

Justin was great and friendly!

Hank is great! I miss Ahja, she was great.

Hank's tall and cute. Nice addition

Hank is a great young man know what he's doing

Hank was phenomenal. I will be back.

JULY '19

Marshal need to enforce divot repair and tee box sanding, too many people ignoring basic etiquette and player responsibilities

Our server, Hank, was fabulous!

Hank, our waiter was excellent! Great service, personable, & welcoming!!

Last time flatbread was cooked to perfection. I like crust chary and crunchy. This time a little soggy.

Need to have steak on menu, no place in town to go but Brickhouse which is too expensive for casual

These guys are wonderful

Thank you ryan always great service

Stopped in to check out open mic on Sun. Awesome

Very good prime rib! We will be back! Very fun birthday dinner.

Prime Rib 5 stars. So good!!! Broccoli was perfect (Nom Nom) :) Staff friendly and fast.

Ryan was incredible! Very attentive, kind, helpful and overall awesome!

Prime rib, veggies and salad was excellent tonight. Server was excellent too.

Enjoyed the prime rib dinner, music, view and service.

Fun first time here

Ryan is excellent in the restaurant! Enjoyed our meal and Ryan was a bonus. Thank you Craig & Valoree

Club sandwich used to have grilled fresh bacon along with the cheese melted. Used to be the best. Now it's just mediocre.

Great night. Thank you

Ryan for having to work by himself was great :)

Need dessert option!! Ryan is great. Deserves a raise!

Well articulated, unlike's in Bend who have housing land developers (creates unitimacy's x politian)

Good service. Great views

Great family experience! Will be coming back here soon!

We're non-golfers and love to watch the course while enjoying a great meal - thanks

Nice view - better than the pubs in town - will be back. Very nice servers!

Great Martoonies